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THE MARYLAND PHARMACIST

PRACTICAL • PROGRESSIVE • PROFESSIONAL

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PROCEEDINGS NUMBER 1958

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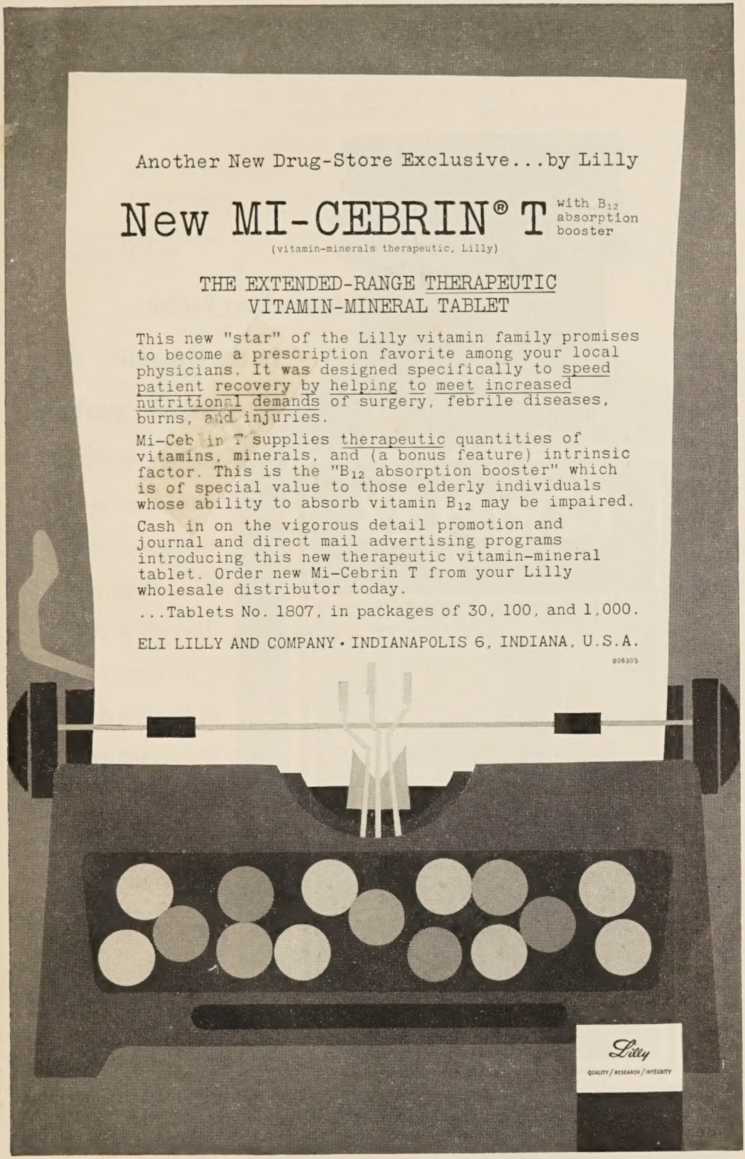

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The Maryland Pharmacist

PUBLISHED MONTHLY BY THE
MARYLAND PHARMACEUTICAL ASSOCIATION

JOSEPH COHEN, Editor

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1958 - 1959

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MARYLAND PHARMACEUTICAL ASSOCIATION
1958-59

FOREWORD

The Proceedings Number of the Maryland Pharmacist, official publication of the Maryland Pharmaceutical Association, is actually an annual report of the activities of the Association. It is a compilation of facts and data reflecting the deliberations and labors of the officers and committees of the Maryland Pharmaceutical Association, its auxiliaries and affiliate organizations. It represents thousands of man-hours devoted by these conscientious workers on behalf of Pharmacy, in our State and elsewhere. It should be borne in mind time and effort were contributed unselfishly by these people without monetary compensation. The period covered is from Convention-time 1957 to Convention-time 1958.

In this Journal, you will find the complete agenda of the 1958 Convention. Each and every committee report was rendered by either the chairman, or a member of the Committee and shows the work accomplished by these Committees for the rank-and-file pharmacists of Maryland.

These Proceedings cover the 76th Convention of the Maryland Pharmaceutical Association held at the Shelburne Hotel, Atlantic City, New Jersey, June 29, 30 and July 1, 2, 1958. The programs of the Ladies' and Travelers' Auxiliaries are also recorded. This was the first time the Association held a Convention in Atlantic City. It was an outstanding Convention in every respect.

Both the Secretary's and Treasurer's report will give you a working and financial picture of the operation of the Association.

A report of the Maryland Board of Pharmacy is recorded giving data as to the activities of the Board.

The section on resolutions is important and merits the attention of all pharmacists.

You will find in this issue a complete list of every pharmacist and assistant pharmacist registered in the State of Maryland; a list of active, affiliate and associate dues paid members of the Association; and a list of the Travelers' Auxiliary as well as the firms they represent. These lists are invaluable as a handy reference.

Because of both information and reference value, sections pertaining to the handling of Veterans Prescriptions and the filling of oral narcotic prescriptions, under the amended Harrison Narcotic Act, have been included again this year. Please note the new schedule of prices for Veterans Prescriptions that became effective July 1, 1958.

Other sections give complete information on the organization of the Association and its aims. Your Editor sincerely hopes you will derive some benefit from this Proceedings Issue and that you will keep it in your pharmaceutical library for further reference.

Joseph Cohen
Editor

. . . Proceedings . . .

of the

Seventy-Sixth Annual Meeting

of the

Maryland Pharmaceutical Association

Held at

THE SHELBURNE

Atlantic City, New Jersey

JUNE 29, 30 and JULY 1, 2, 1958

FIRST SESSION

Monday, June 29, 1958

The First Session of the Seventy-sixth Annual Convention of the Maryland Pharmaceutical Association was called to order at 4:00 P.M. by President George M. Schmidt, in Kerry Hall, Shelburne Hotel, Atlantic City, New Jersey.

President Schmidt in opening the Convention said, "I would like to extend to the ladies and to my fellow pharmacists a sincere welcome to Atlantic City. We have ordered especially good weather for this Convention. We have a lot of good entertainment planned. Your attendance at the meetings for each day's sessions would be appreciated, because we have a wonderful program planned. We are hoping to get it through on time, so that you will have ample time for relaxation and recreation."

"At this time, I would like to introduce one of our guests, who is perhaps not too well known to some of our members—Mr. Harry C. Zeisig of our neighboring State of Delaware, who is Secretary of both the Delaware Pharmaceutical Society and the Delaware State Board of Pharmacy—Mr. Zeisig."

Mr. Zeisig responded with the following remarks:

"Thank you, Mr. Chairman. If I may have the privilege, I would like to bring greetings from the Delaware Pharmaceutical Society and the Delaware State Board of Pharmacy. I had the pleasure of being with your group at the May Regional Meeting in Easton. Your Association impressed me as having an active program and an efficient organization."

Messages were read from Dr. Robert P. Fischelis, Secretary, American Pharmaceutical Association and from Dr. John W. Dargavel, Executive Secretary, National Association of Retail Druggists, extending greetings and best wishes of the national organizations for a successful and enjoyable Convention. Dr. Dargavel, in addition, emphasized the great efforts required from every association and every individual if Fair Trade legislation was to be enacted at this time.

The following communication from Mrs. Albert Rosenfeld, Corresponding Secretary of the Ladies Auxiliary, was read:

> Five short years ago the Ladies Auxiliary of the Maryland Pharmaceutical Association was founded.
>
> One of our primary objectives is to promote and foster a better understanding and friendship among the women associated with pharmacy, its allied professions and industries.
>
> While we can point with pride to a roster of 208 members, we feel, however, the well has barely been tapped and we are now launching an all-out drive for new members.
>
> LAMPA extends a most cordial invitation to your ladies to join with us in fellowship.
>
> A word or postal card from a prospective member to any one in our organization will bring quick response from our Membership Committee.

The President then called for Committee Reports.

The reports were as follows:

REPORT OF THE SOCIAL COMMITTEE

Hyman Davidov, Chairman

The Social Committee essentially is appointed to serve as the Convention Committee. It is charged with the duty of planning the Convention. This includes recommending sites for the Convention soliciting contributions, planning entertainment. In addition, there was the important work of encouraging participation in the Convention on the part of the membership of the Association, members of T.A.M.P.A. and L.A.M.P.A., as well as those associated with pharmacy as suppliers.

This year the Association set a precedent in selecting Atlantic City, New Jersey as the site for the Convention. The Committee has planned an outstanding social and entertainment program in addition to the excellent professional and business sessions.

The Shelburne, which is the official Convention Hotel, is providing excellent facilities to insure an enjoyable Convention for all. The Committee believes the combination of the unsurpassed advantages of Atlantic City; the Shelburne's facilities, food, music and entertainment; the tireless efforts and careful planning of the Committee and the Association's office staff will produce a program of professional and business benefit as well as a long to be remembered social, recreational and entertainment program.

As Chairman, I want to thank the members of my committee, T.A.M.P.A., L.A.M.P.A. and the Secretary's office, who gave generously of their time and efforts to insure a successful Convention.

Of course, I must mention what all of us who have worked on Association affairs know—this outstanding Convention would be impossible without the months of day and night efforts of our Secretary and Program Chairman, Joseph Cohen.

The details of the Convention schedule are listed in the printed program. Read it from cover to cover, note all the wonderful features and attractions—attend and join in all activities for both your enlightenment and your relaxation. Please attend all functions, particularly the business meetings. Not only will you find them interesting, but we have some wonderful attendance prizes for you.

Thank you for your great support and cooperation.

REPORT OF THE BUILDING COMMITTEE

Frank J. Macek, Chairman

The Kelly Memorial Building Committee met on June 3, 1958 at the Kelly Memorial Building to inspect the building and grounds and to discuss any repairs or additions required.

The Kelly Building, after about five and a half years, appeared to be in excellent condition, except for several repairs that are required, such as, the front stone step and an outside light.

The grounds, which had been affected by the construction work on the new School of Pharmacy Building, have been reconditioned. The wood fence enclosing the grounds has been replaced by Japanese Green Barberry plants.

Through the generosity of the Ladies Auxiliary of the Maryland Pharmaceutical Association, a set of the Parke-Davis "A History of Pharmacy in Pictures" have been provided with frames. The pictures add a colorful decorative note as well as historical information to all the rooms.

In order to provide funds for the maintenance and repairs of the Kelly Building, a separate Kelly Building Fund was established, to which the Baltimore Metropolitan Pharmaceutical Association contributed $1000.00 in 1958. In addition, the sum of $934.00, based on $2.00 per active and affiliate membership, was transferred to the Building Fund from The Maryland Pharmaceutical Association. A financial report on the Building Fund is given in the Treasurer's report.

The Kelly Building continues to provide excellent facilities and services to the Associations and to the profession of pharmacy.

REPORT OF THE COMMITTEE ON THE SCHOOL OF PHARMACY, UNIVERSITY OF MARYLAND

Morris L. Cooper, Chairman

The committee of the Maryland Pharmaceutical Association on the School of Pharmacy, of the University of Maryland, held two meetings during the fiscal year, namely, September 5, 1957 and May 27, 1958 at the Kelly Memorial Building.

In following the recommendations in last year's committee report and business session, of the 1957 Convention, various items of business were taken up.

At the September 5th meeting, at which several students who were officers in student organizations were present, discussion was held on student participation in Association activity. It was revealed that students were not interested in Association activity because they were not aware of the offers and advantages. Secretary Cohen presented the program of the Association that would be of concern to the students. The students indicated there was insufficient publicity and that the time available for meetings was limited. Secretary Cohen offered space in "The Maryland Pharmacist" to the students and extra copies of the Journal. The students were asked to convey the information back to the student body for discussion.

In addition, the following items were discussed: dedication of the new building of the School of Pharmacy; reconditioning of the Kelly Memorial Building grounds: Pharmacy School enrollment which included 63 new students for a total of 230; the availability of ten freshmen scholarships; a Model Drug Store for the School of Pharmacy and a Baltimore Union Building.

At the second meeting on May 27, Dean Foss reported that the students had held two meetings at the Kelly Memorial Building for the reactivation of the Students Auxiliary of the Maryland Pharmaceutical Association. Nathan Gruz attended the meetings as the Association representative and Frank Milio acted as the faculty adviser. The Constitution for the Auxiliary is being revised and has been presented to the Dean for Faculty approval and to the Association for its approval. The Auxiliary now has temporary officers and an election of permanent officers will be held in the Fall. According to the proposed Constitution, the Association will have one representative in the Executive Committee of the Students Auxiliary and a representative of the Auxiliary will be invited to Association Executive Committee meetings.

Dean Foss announced that the new Pharmacy School Building will be formally dedicated in the Fall and it will be named the "H. A. B. Dunning Building".

Ten scholarships were awarded to freshmen in the Fall, but three had to be withdrawn because the students did not maintain scholarship scholastic averages.

Dean Foss stated that the School of Pharmacy was not involved in any manner in the recent adverse publicity concerning the University Hospital Pharmacy.

REPORT OF THE PROFESSIONAL RELATIONS COMMITTEE

Aaron M. Libowitz, Chairman

Report Read by Stephen J. Provenza

The Professional Relations Committee has completed a year full of many varied activities to further better relationships with physicians and dentists in addition to the enhancement of the public's appreciation of the role of pharmacists on the health team.

The first major activity was the support and assistance in promotion of National Pharmacy Week, October 6 - 12, 1957. This was in conjunction with the Pharmacy Week Committee, of which Victor H. Morgenroth, Jr., was chairman, and whose report discusses the details. The Professional Relations Committee of the Baltimore Metropolitan Pharmaceutical Association, Stephen J. Provenza, Chairman, took part in this important professional and public relation project.

The week of November 17 - 23, 1957 was observed as National Diabetes Week and both our Association and the B.M.P.A. assumed a great role in the Diabetes Detection Clinic set up at the 104th Medical Regiment Armory. Free tests for diabetes were given to 4,682 persons—a 70% increase over the previous record. The joint committees of our two groups set up a pharmacy exhibit at the clinic. A number of members served in properly manning our booth. Of special note is the effective publicity sparked by Charles Spigelmire, Chairman of the Public Relations Committee of our Association and of the Publicity Committee of the B.M.P.A. Newspapers, radio, and television were used successfully to familiarize the general public with the nature of diabetes and to urge everyone to take advantage of the service of the free clinic. Also, window strips and store placards were available to all pharmacies. We were all gratified by the generous actions of the pharmacist who provided free dinners to all the clinic workers and who has insisted to this day on remaining anonymous. The newspapers reported this incident to the benefit of improved good will to Pharmacy and pharmacists. Dr. A. A. Silver, Chairman of the Medical and Chirurgical Faculty's Diabetes Committee was enthusiastic in his praise of the valuable contribution of the pharmaceutical association to the success of this public health endeavor.

Pamphlets on Asian Influenza were prepared by the Maryland State Department of Health and the Professional Relations Committee. In November a supply of pamphlets was furnished free of charge to every pharmacy in this State. The pamphlet contained valuable information on the nature of influenza, symptoms, prevention, treatment and the role of the vaccine. Of special importance was the paragraph on "Medicine Cabinet Necessities", and an excellent tie-in could be made by a display of appropriate sick-room needs, vitamins and cold remedies. **Your** pharmacy benefited by radio, television and newspaper announcements directing people to **your** pharmacy to obtain this very timely pamphlet.

On April 16, 17 and 18, 1958, the Medical and Chirurgical Faculty of Maryland held its annual convention in Baltimore at which the Association was invited to participate. An attractive booth was installed featuring a "Guide for Physicians and Pharmacists in the prescribing and filling of narcotic prescriptions in conformity with Federal and State of Maryland Laws". This revised reference chart was prepared by the Association's staff to provide up-to-date information on the narcotic drugs permitted by oral prescription to the pharmacist and is being made available to every pharmacy. Physicians who registered at the booth were eligible for the prize of a beautiful mortar and pestle set presented by the Association. The winners were Dr. Samuel Morrison and Dr. Bernard A. Moxness.

The Maryland State Dental Association celebrated its 75th Anniversary at its Convention in Baltimore on May 4, 5, 6 and 7, 1958. The Association was invited to participate not only with a booth, but with an additional historical display commemorating the Diamond Anniversary of the Dental Association. Drugs used in dentistry 75 years ago were contrasted with the medication of 1958.

Relations with the dental profession are extremely cordial and the efforts of the pharmaceutical associations are greatly appreciated by the dental profession. President Schmidt attended the Dental Convention Banquet by invitation.

Dentists are anxious to receive the assistance of pharmacists in their medication and prescription problems. A survey by Dr. Peter B. Perkins indicated that 80% of the dentists questioned replied that they would write more prescriptions if informed of new drugs by their pharmacist. Dentists gave the following classes of drugs as the ones they were interested in: 78% mentioned antibiotics; 55%, sedatives; 47%, vitamins; 35%, narcotics, and 26%, anesthetics. Here is an almost unexploited opportunity for pharmacists to develop closer inter-professional relations and thereby increased prescription volume. Surely, this is a service to both the dental profession and their patients.

Dentists who registered at the Association's booth were eligible for the three attractive apothecary jars given by the Association at a drawing. The winners were Dr. G. Richard Minnick, Dr. Earle H. Watson and Dr. Harry R. McCauley.

The following members gave their time and efforts to properly man the booths: H. Nelson Warfield, Victor H. Morgenroth, Jr., Frank Block, Charles E. Spigelmire, Morris L. Cooper, David Lebson, Milton A. Friedman, John F. Neutze, Abraham M. Levy, Hyman Davidov, James P. Cragg, Stephen J. Provenza, Alexander J. Ogrinz, Jr., Robert E. Thiess, John F. Wannenwetsch, Gregory W. A. Leyko and Charles J. Neun.

Vitamin Sales

One of the most important categories of drug products in which the public interest is best served through purchasing from pharmacies are vitamins. Remember that from 1951 to 1956 there was a 35% increase in vitamin sales through pharmacies. Non-pharmacy outlets showed a 203% sales increase, or a rate of increase five times that of pharmacies.

In order to alleviate the growing problem of vitamin sales through non-pharmacy outlets and peddlers, this Committee distributed over 100,000 "fliers" or "stuffers", with information about vitamins and encouraging the laity to seek professional guidance in purchasing vitamin products. This service of the Association was made available by Henry B. Gilpin & Co. Eli Lilly & Co. has a program of free newspaper advertisements, television spot broadcasts, and direct mail letters to assist in keeping and enlarging the pharmacy vitamin market. The year 1957 showed an increase in vitamin sales of 8.5% over 1956 through pharmacies. The figures were $255 million versus $235 million. This sounds like progress until you look at the non-pharmacy outlets. Door to door vitamin peddling sales increased 10.5%, while mail-order sales jumped 33-1/3%. There is no room for complacency—promote vitamins in **your** pharmacy, promote vitamins to your physicians and help keep the vitamin field where it rightfully belongs—in the pharmacy.

Professional Window Displays

Too much emphasis cannot be placed on the value of professional pharmacy window displays. The effect on the general public is to enhance prestige, provide effective public relations, present interesting information, inform the public of many prescription accessories and services, show the unique contributions of the pharmacy in contrast to non-pharmacy competitors, and—very gratifying to the pharmacist—increased prescription volume.

Your committee together with the B.M.P.A. has for three years been making professional window displays available at moderate fees. The October display used the theme of "Added Years Through Medical Miracles" and was completely subscribed. The current display features "New Discoveries in Drugs at the Fingertips of Your Pharmacist". A personalized card for display at the prescription department is also provided which includes your name and the statement "Rx—This Symbol is your prescription for Good Health". Future plans call for displays for October and for January, 1959. The response from the membership has been excellent for this program.

Pharmacists' Council

Last February, a group of pharmacists in one neighborhood of Baltimore met and organized a "Pharmacists Council". The council limits its membership to a specific geographical area and meets monthly to discuss local problems, to plan a cooperative monthly advertisement in the local newspaper and to promote better professional and commercial relations with each other. The advertisements are non-commercial in nature and mention no products. The message is of a professional and informational nature about medicine, prescriptions, and the role of pharmacy in the community's health services.

The results have been increased prestige to pharmacy and to the individual pharmacists in relation to both the general public and to physicians. Unique, too, is the greater understanding among the neighboring pharmacists themselves to the end that they consider each other friends and professional colleagues, not merely competitors. Perhaps this one example may be of value to pharmacists in other neighborhoods or areas who may have intra-professional problems.

Progress is being made on a suggested prescription pricing schedule. Gregory W. A. Leyko, Chairman of the B.M.P.A. Prescription Survey Committee is in charge of this project. A survey will be conducted under the auspices of the University of Maryland, School of Pharmacy. A questionnaire will be received by every store. Please devote a few minutes to this important matter when you receive your survey.

The extensive program has been effective because of the outstanding committee which has served with me. I would like to make special mention of the contributions of Stephen J. Provenza, Chairman of the B.M.P.A. Professional Relations Committee and to Joseph Cohen and Nathan Gruz for assistance in making this work possible.

REPORT OF MEMBERSHIP COMMITTEE

Frank Block, Chairman

Report Read by Gordon A. Mouat

The membership committee held one meeting during the past year on April 1, 1958 at the home of the Chairman at which time the list of those delinquent or who had never paid dues was reviewed. As chairman, I was furnished with a complete record of all pharmacies in the State indicating when dues had been paid last. This record was prepared by the Association office, who kept the list up to date and furnished me a weekly report of dues paid as well as names of pharmacies opened, closed or ownership transferred. From this record, cards were made and distributed to committee members and to Secretary Joseph Cohen and his assistant Nathan Gruz for solicitation. Some delinquent dues were collected and new members were acquired.

In addition to the billing for dues sent to all members at the beginning of 1958, a second letter to those in arrears was mailed in May. Two special letters were also sent to members of the Membership Committee in the Prince Georges-Montgomery Counties area and to the Allegany-Garrett Counties area listing delinquent members and urging solicitation of dues.

The Association's office also reviewed all Blue Cross and the Health and Accident Insurance rosters to check for paid up memberships as required by State regulations.

The paid up membership is as follows:

	Active	*Associate*	*Affiliate*
Convention 1957	437	161	10
December 31, 1957	459	167	10
Convention 1958	463	179	9

It should be remembered that dues are collected on a calendar year basis January 1 to December 31. With an active campaign for the balance of the year, the Maryland Pharmaceutical Association has an excellent opportunity of beating all membership records.

I wish to thank the members of the committee and all those who worked with me on this important phase of Association activity. I hope that during the remainder of this year, many more pharmacists can be brought into the ranks of paid-up membership.

REPORT OF PUBLIC RELATIONS COMMITTEE

Charles E. Spigelmire

Mr. Chairman, Members of the Maryland Pharmaceutical Association, Honored Guests, I would like to first read a poem which I think is appropriate at this time.

THE FAITHFUL FEW

"When the meeting's called to order,
  And you look around the room,
You're sure to see some faces
  That from out the shadows loom.
They are always at the meeting
  And they'll stay until it's through—
The ones that I would mention,
  Are the Always Faithful Few.
They fill the many offices
  And are always on the spot,
No matter what the weather,
  Though it may be awful hot.
It may be dark and rainy,
  But they are tried and true.
The ones that you rely on
  Are the Always Faithful Few.
There are lots of worthy members,
  Who will come when in the mood,
When everything's convenient,
  They can do a little good,
They're a factor in the meeting,
  And are necessary, too;
But the ones who never fail us
  Are the Always Faithful Few.
If it were not for these faithful
  Whose shoulder's at the wheel
Kept the institution moving
  Without a fault or reel.
What would be the use of meetings,
  Where we claim so much to do?
They surely would be failures
  If we lacked the Faithful Few."

—"The Faithful Few," Delaware Pharm.

Each day brings new ideas, unusual experiences, or a difficult challenge to retail pharmacy and the independent pharmacist. The diversified nature and seriousness of any of these, demand that the pharmacist do his best to face and solve these problems as they arrive, in this highly competitive era, if he is to survive.

As a pharmacist, we have professional standing. A pharmacist, in fact, holds a unique position. He is a friend and counsellor of the neighborhood. He is sought out by his customers for advice and enjoys their confidence to a degree not known in any other retail business. . . This is a tremendous competitive advantage. The way to capitalize on it is to be properly informed and to pass on that information in personal service. The combination of product knowledge and personalized service is your most competitive weapon.

During the past year your Public Relations Committee has made a very dynamic and aggressive effort to let the public know and understand that pharmacy is one of the oldest and most respected professions in existence today. Our messages about the independent pharmacist were informative, enlightening and widespread, because your Committee believed implicitly that, "to those who have never heard of you, you do not exist."

Your Committee was fully convinced that the factor which distinguishes the pharmacist from other retailers is that he is qualified to know all about the goods he supplies, and when necessary, to give advice about them. Any tendency towards self-service in these goods is to deny the pharmacist's special role. In those lines which call merely for the most efficient selling methods, we should not be afraid to learn from any new developments in marketing without copying them slavishly. But in the supply of pharmaceutical lines proper, our strongest asset is the personal touch.

Your Public Relations Committee realized full well that there have been tremendous inroads made in our business and patronage during the past years without stern retaliatory publicity measures being taken. It must be remembered that we felt the best results could be obtained for the independent pharmacist by trying to fight competition by publicity emanating from a city and state level.

At the city and state level, your Committee felt it could control efficiently any type of publicity action we decided to take. Your Committee realized that the methods of important publicity for the independent pharmacist were limited. The sources of available publicity were radio, television, newspapers and magazines.

Knowing full well that the great audio and visual audiences of today were primarily interested in radio and television, we decided to explore these fields of publicity and entertainment in an effort to have our publicity emanate from these medias.

As you well know, your Publicity Committee leaves no stone unturned in making a sincere effort to obtain the maximum publicity our Association and you the independent pharmacist so justly deserve.

We receive fifteen minutes radio time on Station WBMD, once a month. Due to this program being under the public service category, our program time is changed quite freqently, but it is usually on a Sunday afternoon. This program acquaints our audience with the new products of pharmacy and their many uses. It gives them a keen insight into the tremendous research work being done by our great pharmaceutical manufacturers. We give them many thoughts and ideas which will protect their health and make life more pleasant. We strive continuously to let the public know that the independent pharmacist is ever ready day or night to supply the essential drugs and medicines that spell the difference between life and death.

Our N.B.C. afiliate in Baltimore, Station WBAL gives us thirty minutes radio time once a week, usually Friday night from 8:00 to 8:30 P.M. This program is very aptly named "Your Best Neighbor." Due to the greater amount of time given us on this program it usually carries an outstanding message concerning Pharmacy to our listening audience. It gives some of the history and background of Pharmacy. We tell interesting facts about our profession. It relives an important discovery by a pharmacist of another era. We tie in important publicity or an event our Association wishes to use regarding some special activity or affair.

On Television, we enjoy a fifteen minute program weekly through the courtesy of Station WBAL on Channel 11.

We make a supreme effort to capitalize on any outstanding event that might make the public realize that Pharmacy was vitally important to them, and that the pharmacist was still "Their Best Neighbor".

Our television programs are diversified and interesting. Each one highlights some important phase of Pharmacy or is integrated with an important public activity which is closely allied with our profession.

On our television show, we devoted several programs to the important duty of keeping the public well informed on the Asian Influenza Vaccine situation. These programs played an important part in relieving some of the strain and pressure placed upon the pharmacist due to shortages and faulty distribution.

If people feel the prescriptions cost too much, it is high time something is done about it. It goes without saying that a price reduction is out of the question, because any general reduction in prescription prices, large enough to be felt by the public, would ruin the drug industry. It has been pointed out before that pharmacy needs to tell the people more about itself, its services, its products, and their benefits. The area of contact between Pharmacy and the public which promises the greatest results is that occupied by the individual pharmacist and his customers. One of the finest television programs showed the public how the price of life saving drugs and medicines had decreased throughout the years, and that today, their prescriptions were the least expensive and the most valuable investments they make.

In an effort to strengthen professional as well as public relations, we were most generous with our radio and television time during Diabetes Detection Week. During this week, we not only relinquished all of our radio and television time, but we prepared and presented special programs emphasizing the importance of a diabetes check-up during this week. Dr. A. A. Silver, chairman of the diabetic drive and Dr. W. Davis of the Baltimore City Health Department were most profuse in their thanks for the active assistance your Committee gave them in this project.

We talk a lot about Pharmacy, and sometimes we are prone to wonder if anybody does anything about it or for it. Let me tell you that one of our most enlightening programs was dedicated to "The Study of Pharmacy as a Career". This was a brilliant show capably and intelligently handled by a member of our Committee. It outlined in great detail the past, the present and the future of Pharmacy. This intelligent discourse on Pharmacy as a career was most complete and instructive to our embryo pharmacists.

Dermatologists are not too popular with some pharmacists because one of their extemporaneous preparations often requires as much time to prepare as a half a dozen or more prescriptions for pharmaceutical specialties in which the only manual effort involved is the transferring of a product from one container to another, the counting out of a given number of tablets or capsules, or removing the manufacturer's label from a bottle or jar. Some pharmacists actually refuse to accept prescriptions requiring considerable compounding time. As I see it, dermatologic pharmacy is the last frontier in pharmacy, wherein we are called upon daily to use the time honored tools and symbols of our profession, the mortar and pestle and the ointment slab; but, unless we make the best of our opportunities to work with the dermatologists, they too will join the limbo of the pill cutter, the pill coater, and the percolator.

Please don't think I am being critical of a profession I dearly love when I make the above statements, but I must tell you it is extremely embarassing to me to hear people say, "It is so difficult to get a simple lotion or ointment prescription filled in some pharmacies". During the past year, your committee presented some most informative programs in the cosmetic and dermatologic fields. We showed how cold cream was prepared, we explained the making of lip sticks with a most intelligent demonstration, we told about the preparation and use of sunburn lotions and allied preparations. Tremendous work was done in the ointment and lotion field. We told of the proper bases, their uses, and preparation. These programs were done by men who are ever anxious to give Pharmacy a helping hand, and tell the public that you, the pharmacist, are still "Their Best Neighbor".

During Mental Hygiene Week, we devoted our time on television to acquainting our audience with the new drugs and products which bring relief and help to the mentally ill. On the program, we offered free of charge to any person who would write "Your Best Neighbor", a pamphlet entitled "New Medicines for the Mind, Their

Meaning and Promise". These pamphlets were given to us through the generosity of Smith, Kline and French Laboratories.

In an effort to create a more harmonious and productive relationship with the dental profession, a member of our Committee presented a program during Dental Care Week which told in great detail the importance of correct dental care and treatment. We felt this type of cooperation with a closely allied profession was a splendid opportunity to capitalize on potential prescription work in the future. It was just another way of giving the pharmacist valuable publicity at no expense.

After hearing these comments about our various television programs, some of you may ask, "Does anybody look at them?" During the past four years, we have made various checks on our audience and we feel that it varies between 2,000 and 15,000 viewers per program.

We have attained this success on a public service program with all of the broadcasting being prepared and executed by members of your Public Relations Committee, who receive no remuneration other than the thought that their efforts are helping to make Pharmacy a finer profession in the eyes of the public.

None of this publicity would be possible without the assistance and generosity of many fine people in the radio and television world. The following friends of Pharmacy and our Association have made this possible: Les Peard, Arnold Wilkes, Ed Kabernagel, Jr. and Bill Rock of Station WBAL; Tom O'Connor of Station WBMD. Their personal interest and assistance have been dominating factors in making our professional programs successful.

In addition to the radio and television publicity, your Committee has always been able to secure ample newspaper publicity for any meeting or affair whenever the occasion required this medium of coverage.

During the past year, the Public Relations Committee was called upon at frequent intervals to make telephone calls in an effort to insure the success of some particular meeting or activity. The telephone calling work was always handled by members of this committee during their spare time, and at their personal expense. Never once did one of these men complain that they were being imposed upon, but they gave generously of their time and effort, in making the hundreds of calls necessary. We did our best to demonstrate that the independent pharmacist could function as a cooperative and cohesive unit.

I should like to call your attention to a type of public relations which many of us have not taken time to properly evaluate. This is our cooperative newspaper advertising, which appears frequently in our newspapers. Here again, is the type of publicity which carries a dynamic message to the public about "Your Best Neighbor". Its diversified thoughts and ideas are ones which carry an important message to the consumer about our profession. We can thank our aggressive secretary, Joseph Cohen, for inaugurating and supervising this additional publicity.

All of you know that a chain is no stronger than its weakest link. During the past year, a strong link in the chain of public relations and pharmaceutical good will has been forged by a group of independent stores in North-East Baltimore. It is a pleasure to inform you that this group embraces about 90% of the stores in their area. I personally feel confident that it will be only a short time before it reaches 100%. This group offers its membership individual publicity, professional assistance at the immediate neighborhood level and helpful intelligent advice on the many problems which confront a pharmacist today. It provides a closely knit, sincere friendship which only a small group can enjoy. It is the type of organization which makes a pharmacist feel that his profession is still a mighty fine one. This organization is known as "The Belair Road Pharmacists Council". The formation and perpetuation of this council is due principally to the untiring efforts of Aaron M. Libowitz.

Our work during the past year was not that of any one individual, but rather the culmination of a cooperative effort of many wonderful people. The brilliant results obtained in our work were due to the untiring efforts of everyone who gave unstintingly of their time and ability whenever they were called upon to help. For their ideas and encouragement, I want to particularly commend our Co-Chairman, Milton A. Friedman and our Executive Secretary, Joseph Cohen. Also the most cooperative members of his staff, Nathan I. Gruz and Miss Kennedy.

Many operators of pharmacies still feel that the chap who operates the pharmacy down the street is his competition and his enemy. If there ever was a time that you and your competition should work together, it is now. For today, your competition is far removed from your neighborhood. If there could be mutual understanding and collective endeavor to work for the retail drug industry, things could be better. You are not enemies of one another—you are partners in the drug industry. Act like partners and work together.

Please remember, that in sailing the ocean of life, the most precious ship is FRIENDSHIP.

Thanks to all of you for being so nice to me.

The President suggested that Charles Spigelmire be appointed Poet Laureate of the Association.

REPORT OF THE PUBLICATIONS COMMITTEE

Bernard Cherry, Chairman

Read by Secretary Joseph Cohen

The Publications Committee held no meetings during the year. However, I would like to present the following information concerning "The Maryland Pharmacist".

There are 1500 copies of "The Maryland Pharmacist" printed each month. Distribution is made to every pharmacy, active members who are not proprietors, affiliate members, associate members, T.A.M.P.A. members, advertisers and in exchange to other pharmaceutical associations and publications at a cost of approximately $500.00 for mailing and printing each month and a cost of approximately $1,500.00 for the Proceedings Number.

There has been a drop from 59 in 1957 compared to 50 in 1958 of the number of advertisers. However, as the editor now has an assistant, he has assured me that he is planning an active campaign to increase advertising in the coming year.

I also offer the following suggestion, that our editor approach our advertisers for a 10% increase in their rates in order to offset the increased paper and mailing costs.

The financial report of "The Maryland Pharmacist" is included in the Treasurer's report for the fiscal year ending May 31, 1958.

REPORT OF THE PHARMACY WEEK COMMITTEE

Victor H. Morgenroth, Jr., Chairman

This year was by far the most successful Pharmacy Week participation the Association has been able to report. The Committee worked untiringly and the results justified their efforts.

Aaron M. Libowitz and his group in Baltimore achieved unprecedented success. Having contracted for 150 professional windows in multicolor (obtained by a group going all the way to New Jersey and setting up the particulars), and selling all 150 windows before even beginning to advertise, they were able to dispose of a goodly portion of windows from the year before.

In all, throughout the state, 175 windows were distributed. There were also, two bank displays in Baltimore City. Here, I might add, that the Equitable Trust Company has asked for more time and material to work with next year and will add them to many more of their branch banks. There were two displays in banks in Havre de Grace, both paid for by the combined efforts of the pharmacists of that city. One bank display was arranged in Cumberland. There were two full displays in hospitals in Baltimore and a most beautiful central window display at the Enoch Pratt Free Library in downtown Baltimore.

In addition to the two bank displays in Havre de Grace, the town pharmacists, with a terrific boost from Mr. Dave Newman of the Committee, obtained over 60 minutes of radio spots, a hospital display and a speaker at the Rotary Club dinner meeting.

Allegany County had the usual 100% cooperation with all stores showing windows and also the bank display and radio programs and announcements. The Prince Georges-Montgomery County Pharmaceutical Association contracted for 15 windows and the Eastern Shore for 5. The Read Drug and Chemical Company received 20 professional windows.

For the past several years, we have chosen judges outside of the pharmaceutical profession, but this year, we tried to make it 100% from among ourselves and cohorts. The judges consisted of: Mr. John Crozier of Calvert Drug Company, Mr. Dave Estrin of Loewy Drug Company, Mr. William Harrison of H. B. Gilpin and Company, and Mr. Edward Muth of Muth Brothers and Company.

In order to make the tie unwind, we prevailed upon the good graces of Mr. George Frates, Washington Representative of the NARD to be the fifth judge.

There were in the neighborhood of 60 windows entered for judging. Of these, 17 were disqualified at the onset of judging for non-conformity to the rules. After actually judging for over an hour, the group of judges arrived at the ultimate winners.

First prize was awarded to Swiss Pharmacy, Mr. Frank Swiss; Second Prize to Medical Arts Pharmacy, Mr. Steve Provenza; and Third Prize to Libby Rexall, Mr. Aaron Libowitz.

This report would not have been possible if it were not for the combined efforts of a truly great group of workers. My gratitude must be publicly expressed to: Aaron Libowitz, who designed the window and saw it through to completion, and then had his Baltimore Group do an almost too good of a selling job; to Mickey Friedman for his work with the Baltimore bank group and the ground work laid for next year; to Mr. Dave Newman for causing a new town to crop up in the report, by uniting all the pharmacists of Havre de Grace in a common effort; to the job well done in Cumberland and, in fact, State-wide; to Mr. Nelson Warfield for his complete cooperation at Reads.

Again, it is the recommendation of the chairman of this year's report to make an early start and to secure speaking dates for next year's Pharmacy Week luncheons or suppers at all local Lions, Rotary and Kiwanis Clubs.

REPORT OF THE PHARMACY COMMITTEE

Harold M. Goldfeder, Chairman

Mr. President, members of the Association, and friends. The duties of the Pharmacy Committee are to promote professional pharmacy and the good practice of pharmacy. Although our desire is not to partake of the duties of the State Board of Pharmacy, we find on many occasions that a pharmacist is very willing to discuss personal and professional problems with another pharmacist in place of discussing it with a member of the Board of Pharmacy or some other state official. I have visited practically every drug store in Prince Georges, Montgomery, Charles and St. Marys counties and many other drug stores throughout the State. As a pharmacist, I am very happy to report as Chairman of the Committee, that the profession of pharmacy is in very good condition in the State of Maryland. I only read the other day of a city in a neighboring State where twenty-five pharmacists were cited for substitution. I am very happy to report that to the knowledge of this committee such a condition does not exist in the State of Maryland. We strongly urge any pharmacist in our State, who is approached by a so-called peddler or any other individual who tries to sell you an item to substitute when the prescription is written for a preparation that is made by a national pharmaceutical company, to report this incident to the State Board of Pharmacy. They may not be able to get this individual out of the State, but at least they can keep an eye on him. This committee is also very happy to report that the profession of pharmacy in the State of Maryland enjoys a very excellent reputation throughout the States of this country, and with your support, I am sure it will continue to do so. Thank you.

President Schmidt at this point announced that if chairmen of committees were not present to deliver their reports, the program would not permit any further delay and the committee reports of those absent would be published in the Proceedings Number of "The Maryland Pharmacist".

REPORT OF THE EXECUTIVE COMMITTEE

Frank J. Macek, Chairman

The Executive Committee held eight meetings since the 1957 Convention held at Galen Hall. Two meetings were held jointly with the Baltimore Metropolitan Pharmaceutical Association and one was held jointly with both the Baltimore Metropolitan Pharmaceutical Association and the Prince Georges-Montgomery County Pharmaceutical Association.

This was the first year that the Executive Committee functioned under the district representation plan provided under the revised Constitution and By-laws adopted at the 1956 Convention. For the most part, the meetings were well attended. In some isolated instances there was poor attendance. I would like to recommend that some system be devised to ascertain whether a member is in a position to attend committee meetings before he is elected to serve on the Executive Committee. It seems to me this would be fair to both the member and the Association.

The business taken up by the Executive Committee was important and varied, consuming many hours of preparation and discussion. Following is a brief resume of each meeting:

Galen Hall, June 27, 1957

This was the first meeting of the newly elected Officers and Executive Committee held at the conclusion of the 1957 Convention. The first order of business was the re-appointment of Joseph Cohen as Executive Secretary for the fiscal year 1957-1958. The need for an assistant for the Executive Secretary was discussed in detail. The advisability of making an early decision on a site for the 1958

Convention was taken up. It was decided to take a survey of the members to determine their preference.

Kelly Memorial Building, July 23, 1957

Letters were read commending the Association on its 75th Anniversary Convention. Replies on Convention resolutions were discussed. Favorable Treasurer's, Convention and Membership reports were given and approved. Mr. Block, Chairman of the Legislative Committee reported on the Equality of Opportunity Bills dealing with the Robinson-Patman Act. Mr. Solomon expressed concern about Fair Trade violations in Prince Georges and Montgomery Counties. He also complained of the inactivity of the NARD regarding Fair Trade. Mr. Mouat reported on Medical Care prescription prices. Atlantic City was selected as the 1958 Convention site. Standing and special committees were named for the year. The Association decided to sponsor a dinner honoring the 80th Birthday of Dr. H. A. B. Dunning.

Peter Pan Inn, September 19, 1958

More replies were read and discussed on Convention resolutions. Recommendations of the Association auditor, Mr. Robert W. Black, were approved. Treasurer's and Membership Committee reports were approved. Hyman Davidov was named Convention Chairman. Results of Convention site poll favored Atlantic City and the choice was reconfirmed. Considerable time was devoted to discussing Fair Trade in the Silver Spring area. Mr. Albrecht reported that the Advisory Committee on Drugs and the Council on Medical Services of the Maryland State Department of Health had approved an increase in Medical Care Prescription prices calling for a markup of 55% on the cost comparable to 35.5% on the selling price. The Executive Committee approved the increase in markup. Mr. Golditch gave a progress report for the Insurance Committee on group life insurance. Matters pertaining to ethical practice were brought to the attention of the Committee. The condition of the Kelly Memorial Building grounds was discussed. The methods of distributing Asian Influenza Vaccine were criticized. Messrs. Cohen and Morgenroth were appointed to represent the Association in Health Department discussions. The Martin Union Medical Plan was discussed at some length. The Association Scholarship Program was reviewed. The recipients of the MPA Scholarships were announced.

Kelly Memorial Building, October 1, 1957

This was a joint meeting held with the Executive Committee of the Baltimore Metropolitan Pharmaceutical Association. Treasurer's Report was read and approved. Chairman Davidov reported on 1958 Convention. The Shelburne Hotel was selected. Mr. Richardson reported that the Board of Health had approved the Medical Care prescription markup. He complimented the work of the committee headed by Mr. Gordon A. Mouat. A prescription cost study was requested by City Health Officials. State is satisfied with available information. It was decided that Association run its own survey to determine cost of filling prescriptions. Secretary Cohen reported Abbott and Squibb action against Dart on Fair Trade violations. Retailer-retailer suits were discussed and methods of fund raising were taken up. Legal counsel to be advised and opinion sought on proper procedure. The Martin Union Medical Plan was explained in detail. Decided to cooperate with pharmacists in area to prevent loss of prescriptions. Mr. Melnicove to be consulted. Reports were made on Asian Influenza Vaccine supply and distribution, the Kelly Building grounds and Sunday Blue Laws. A full financial report of the 1957 Convention was given.

Kelly Memorial Building, December 17, 1957

This meeting was held jointly with the Baltimore Metropolitan Pharmaceutical Association Executive Committee. A detailed report was given on group life insurance by Mr. Golditch. The plan submitted by the Occidental Life Insurance Company of California was accepted. Morris R. Yaffe was elected as a member of the Executive Committee representing District 3. A committee was appointed to interview applicants for Assistant to the Secretary position. The Finance Committee was instructed to study the financial needs of the Association for 1958 and make a budget report on January 16th. A statement was approved recommending Dr. Robert L. Swain to receive an Honorary Degree from the University of Maryland. Mr. Balassone reported on procedure to be followed regarding removing narcotic prescriptions by Police Department. Treasurer and Membership reports were read and approved.

Indian Springs Country Club, January 16, 1958

A Finance Committee report was given by Chairman Gordon A. Mouat. Comparative figures were given for 1957. A total budget of $26,000.00 was approved for the calendar year 1958. Mr. Mouat reported that the special committee had interviewed Mr. Nathan I. Gruz for the Assistant to the Secretary position. The committee recommended his appointment. The Executive Committee approved the recommendation and Mr. Gruz was appointed. The 1958 Budget provided for this addition plus an increase in salary for the Executive Secretary. Mr. Golditch reported that the Occidental Life Insurance Company withdrew its plan. A report was given on the Fair Trade developments in the Silver Spring area. Mr. Mouat reported on meeting with Dr. Swain to discuss Pharmacy Laws. All information accumulated to be turned over to Mr. Melnicove for study. Mr. Balassone read Attorney General's opinion on removing narcotic prescriptions from files. It was decided to publish opinion in Maryland Pharmacist and distribute reprints to the pharmacies of Maryland.

Kelly Memorial Building, March 25, 1958

This was a special meeting held with the Executive Committees of the Baltimore Metropolitan Pharmaceutical Association and the Prince Georges-Montgomery County Pharmaceutical Association. The special order of business was a full report on Fair Trade. The new Fair Trade Bill HR 10527 was explained by Mr. Solomon and plan of action was decided upon. Mr. Mouat reported on his meeting with Mr. Melnicove regarding the Pharmacy Law study.

Tidewater Inn, May 15, 1958

Treasurer's, Secretary's and Membership reports were given and approved. President Schmidt asked that various functions of committees be defined. Chairman Davidov urged all out effort be made in behalf of 1958 Convention—attendance, contributions, etc. He pointed out that the Association depended on income from the Convention. Secretary Cohen reported on the hearings held in Washington on HR 10527. Mr. Golditch reported on new group life insurance plan proposed by the Manufacturers Life Insurance Company of Toronto, Canada. The plan was approved by the Executive Committee. A report was also given on the American Health Insurance Corporation Accident and Health plan now carried by the Association. An increase in premium rates found to be necessary to keep the plan in force. The increase was approved. Amendment to Constitution approved re-defining districts of the Association. Unless more funds are provided by the members, only one scholarship will be provided by the Association. A contribution of $250.00 was made by the Prince Georges-Montgomery County Pharmaceutical Association to the Maryland Pharmaceutical Association.

This report is merely a thumb-nail report. The average meeting consumed from four to five hours. It would take too long to give a detailed report of the Executive Committee at this Convention. If you are interested in examining the Minutes of the Executive Committee, the members of the Association are invited to visit the office of the Association and do so.

I wish to take this opportunity to thank the officers and members of the Executive Committee for devoting so much of their valuable time to the problems of running a successful organization.

REPORT OF FINANCE COMMITTEE

Gordon A. Mouat, Chairman

The first step of the Committee in starting its second year of operation was to analyze its first report, given in 1957, and find how close the operation of the Association had adhered to same. It was found the operation actually had been very close, if some unforseen eventualities are discounted. A recap of the 1957 Budget, and the actual financial picture of the Association is recapped below, odd pennies have been eliminated for purposes of clarification. The allotted column is what had been reported in 1957 and the actual column is the amounts of income and disbursements, during that same now past year of 1957.

	Allotted	*Actual*	
1. Income:			
a. Dues	$11,644.00	$11,571.00	
b. Convention	4,000.00	5,400.00	(Including Program)
c. Md. Pharmacist	2,500.00	3,000.00	
d. B.M.Ph.A.	5,500.00	5,500.00	(In both instances $1000 went to Kelly Bldg. Fund)
Miscellaneous	56.00	1,201.00	(Vet Admin $1000.00
			(Reg Mtg 157.00
			(Interest 44.00
TOTAL	$23,700.00	$26,672.00	

The $3000.00 approximate average of the above is almost entirely from the undependable Veterans Administration Fund and from the Diamond Jubilee Program of the Convention.

2. Disbursements:		
a. Office Expense	$2,012.77	$ 2,213.41
b. Salaries	16,000.00	12,992.00
c. Pension	1,417.92	1,417.92
d. Light, Power, maint., etc.	867.16	653.82
e. Taxes	173.55	202.23
f. Insurance	390.99	279.86
g. Advertising	25.00	25.00
h. Kelly Bldg.	1,000.00	1,000.00
i. Legal Fees	500.00	500.00
j. Miscellaneous	1,313.61	1,295.05
TOTAL	$23,700.00	$20,576.29

The apparent saving of approximately $3000.00 in expenses under the anticipated figure is easily accounted for by the fact of not being able to obtain an assistant to our Secretary.

Keeping in mind the very rough figures we have presented of an increase in income over expected, of $3000.00, and expenses of another $3000.00, less than expected would show a net increase to the Association of approximately $6000.00. This shows to be true by converting $5000.00 to a Savings Account and our actual cash balance has increased almost another $1000.00.

After finding how close our estimates had been for 1957 we have modified our figures for 1958 and present the following budget for this year. For comparison the column on extreme right designates same categories for 1957.

		1958	1957
1. Income:			
a. Dues	(From 500 Active and Affiliate members @ $23.00 and 175 Associate members @ $5.00)	$12,375.00	$11,644.00 (467 @ $23 & 166 @ $5)
b. Convention		4,000.00	4,000.00
c. Md. Pharmacist		3,000.00	2,500.00
d. B. M. Ph. A.		4,000.00	4,500.00
	(Plus Kelly Bldg.)	1000.00	(Plus $1000.00 Kelly Bldg.)
e. Miscellaneous		125.00	56.00
f. Cash Reserves		2,500.00	———
TOTAL		$26,000.00	$22,700.00
2. Expenditures:			
a. Office Expense	(To include extra help printing, etc.)	2,900.00	2,012.77
b. Salaries	(To include an increase for Secretary & salary for Assistant, etc.)	18,000.00	16,000.00
c. Pension		1,417.92	1,417.92
d. Light, Power, heat, water, etc		800.00	867.16
e. Taxes		225.00	173.55
f. Insurance		500.00	390.99
g. Legal Fees		500.00	500.00
h. Audit		150.00	———
i. Miscellaneous	(To include Advertising, committee expenses, etc.)	1,507.08	1,313.61
j. Advertising		———	25.00
k. Kelly Bldg.		———	1,000.00
TOTAL		$26,000.00	$23,700.00

Figures used in both (a) and (i) are slightly above the expected need but are so stated that small disbursements may be made without going over budget allowances.

REPORT OF LEGISLATIVE COMMITTEE

Walter E. Albrecht, Chairman

The Legislative Committee of the Maryland Pharmaceutical Association did not hold any formal meetings during the past year due to the fact that there were no legislative problems presented which required action by our entire committee. However, I would like our members to know that your chairman and co-chairman, Henry M. Golditch, were in frequent contact with our Executive Secretary both in person and by telephone. Our Secretary constantly receives literature of various kinds containing matters of interest to our profession. If this information is of a legislative nature, he not only contacts the committee chairman, he also communicates with the president of our Association and our legal counsel.

In addition, the M.P.A. subscribes to a service during the term of the Legislature which provides a copy of each bill introduced. If a bill is introduced which may affect Pharmacy, it is sometimes necessary to discuss or acquaint the entire membership of our Association with the facts as the Legislative Committee interprets them. We mention these things in this report because we feel that we have an Association of pharmacists ready to protect and defend the interest of Pharmacy and the public health of our State.

The piece of legislation submitted during the past year which is of particular importance to the economic welfare of Pharmacy on a national level, was the introduction of a bill known as the National Fair Trade Act or H.R. 10527. This bill was introduced in Congress on February 5, 1958 by Representative Oren Harris of Arkansas. The bill was referred to the House Interstate and Foreign Commerce Committee. During the last week in April, a hearing was held by a sub-committee of which Congressman Samuel N. Friedel of the Seventh Congressional District is a member. It was impossible for the Chairman of the Legislative Committee to attend this hearing in Washington because of a previous committment. However, our co-chairman, Henry Golditch, Frank Block (my most able predecessor), and Simon Solomon (The Father of Fair Trade) attended.

When H.R. 10527 was presented to Congress, our Association prepared a special bulletin which was mailed to every member of the M.P.A. urging each to write or wire his Congressman expressing his views on the importance of Fair Trade to small business. I will not go into details on this bill for the reason that we will hear a detailed report on this subject by Mr. Simon Solomon—the most capable, best informed Chairman of the Fair Trade Committee.

You will be happy to learn, however, that the results of the action taken by the pharmacists of the State and the wholesale drug companies and, also, the conference with Congressman Friedel, by representatives of our Association has strengthened our position perceptably. Congressman Friedel also introduced a companion Fair Trade Bill in the House.

The latter part of May or the first part of June this year, Senator Hubert H. Humphrey of Minnesota, a pharmacist, and Senator William E. Proxmire of Wisconsin, introduced a Fair Trade Bill in the Senate identified as S. 3850. Senator John M. Butler of Maryland is a member of the Committee on Interstate and Foreign Commerce and was appointed as a member of the sub-committee to study and have hearings on the bill. It is imperative that all pharmacists and retailers in general, write Senator Butler informing him of the importance of this legislation, also write his colleagues.

The Equality of Opportunity Bill, S. 11, is still in the hands of the Senate Judiciary Committee.

The Federal Excise Tax on Cosmetics is continued because a Bill, namely S. 3264, which would have repealed the tax, was defeated.

The Forand Bill, H.R. 9467, which was to amend the Social Security Act, was introduced in August, 1957. The purpose of this bill was to provide payment for hospital, surgical, nursing home and dental services for the 13 million social security claimants. Both organized medicine and pharmacy are opposed to this legislation.

In the case of "Medicare", which was a program providing for medical and pharmacy services to dependants of Armed Forces personnel, pharmaceutical services have been completely eliminated.

Secretary Joseph Cohen was the representative of the Secretaries Conference, on a special committee with delegates from the American Pharmaceutical Association and the National Association of Retail Druggists, which met with General Robinson of the U.S. Army Medical Corps. to discuss "Medicare".

The program of improving the status of the pharmacists in Armed Services has not met with much success.

The Maryland State Legislature met in 1958 for only a brief period of time, and therefore, only a few bills and resolutions were of interest to our pharmacists. House Resolution No. 14 requested an "investigation of prescription costs and costs of drugs in the State of Maryland" as to the "reasonableness of costs, existence of unfair practices, and to recommend a remedy for the high costs of drugs and prescription medicines". This resolution is under study by the Legislative Council and will be followed closely by our Legislative Committee.

The House of Delegates voted to reduce the budget request of the State Department of Health by $436,000. The efforts of our Legislative Committee were greatly responsible for the restoration of $300,000 which was recommended by the State Senate and approved by the House of Delegates.

Senate Bill No. 28 was introduced but did not pass. This bill provided for the sale of all merchandise on Sunday between the Hours of 1:00 to 6:00 P.M.

Senate Bill No. 24 provided for separate classification of real and personal property for the purpose of assessment.

A Special Committee under the capable chairmanship of Gordon Mouat has held meetings to discuss the revision of our State pharmacy laws. After lengthy discussions, it was decided to revise or amend sections of the present laws to conform with present day needs, rather than rewrite the entire Pharmacy Act, always keeping in mind the needs and benefits to the Public Health.

In conclusion, may I reiterate a statement which has been said before, that our very able and capable Secretary Joe Cohen together with our Legislative Committee, our very hard working, conscientious legal advisor, Mr. Bernard Melnicove and members of our Executive Committee, also many other members of the M.P.A., are always on the alert for legislative matters concerning Pharmacy whether it be on a National, State or Local level. With this kind of support and guidance, and the cooperation of all M.P.A. members, we can accomplish much in the future in the legislative field.

REPORT OF THE TREASURER

John F. Wannenwetsch

Mr. President, Ladies and Gentlemen:

The Association engaged the services of Robert W. Black, Certified Public Accountant, to make an audit of the accounts of the Association. The audit, which speaks for itself, follows:

June Twenty Third
Nineteen Hundred Fifty Eight

Maryland Pharmaceutical Association
650 West Lombard Street
Baltimore 1, Maryland

Gentlemen:

We have made an examination of the books and records of the Maryland Pharmaceutical Association for the fiscal year ended May 31, 1958, and submit, herewith, the following Exhibits:

EXHIBIT A—Statement of Cash Receipts and Disbursements—Maryland Pharmaceutical Association

EXHIBIT B—Statement of Cash Receipts and Disbursements—The Maryland Pharmacist

EXHIBIT C—Statement of Cash Receipts and Disbursements—Veteran's Administration

EXHIBIT D—Statement of Savings Accounts

The above exhibits cover the fiscal year from June 1, 1957 to May 31, 1958.

The assets of the Association consist of the following as of May 31, 1958:

CASH $35,057.92

General Association Account	$17,108.79
The Maryland Pharmacist	1,217.92
Veterans Administration	504.11
Savings Account General Fund—Union Trust Company	8,995.45
Savings Account Scholarship Fund—Savings Bank of Baltimore	177.91
Savings Account Kelly Memorial Building Fund—Savings Bank of Baltimore	7,053.74
	$35,057.92

These balances were confirmed by correspondence with the depositories.

U. S. TREASURY SERIES J BONDS $7,210.50

The Association also owns Series J Government Bonds purchased in 1955 at a cost of $6,840.00. These bonds will have a maturity value of $9,500.00 in 1967. As of February 1958, these bonds had a value of $7,210.50. We examined these bonds at your safe deposit box during the course of our examination.

FURNITURE and FIXTURES $9,146.76

During the past six years, the Association has purchased furniture, fixtures and equipment in the amount of $9,146.76. These purchases have been paid for through the General and the Kelly Memorial Funds.

In making the audit of the books and records of the Association, we examined cancelled checks, bank statements, payroll records, dues records and paid invoices, to the extent we deemed necessary.

Respectfully submitted,

ROBERT W. BLACK
CERTIFIED PUBLIC ACCOUNTANT

June Twenty Third
Nineteen Hundred Fifty Eight

Maryland Pharmaceutical Association
650 West Lombard Street
Baltimore 1, Maryland

We have examined the Statements of Cash Receipts and Disbursements of the Maryland Pharmaceutical Association for the fiscal year ended May 31, 1958 (General Fund, The Maryland Pharmacist and the Veterans Administration). Our examination was made in accordance with generally accepted auditing standards, and accordingly included such test of the accounting records and such other auditing procedures as we considered necessary in the circumstances.

In our opinion, the accompanying Statements of Cash Receipts and Disbursements fairly present the financial position of the Maryland Pharmaceutical Association at May 31, 1958, (General Fund, The Maryland Pharmacist and The Veterans Administration) and the result of its operations for the year then ended, in conformity with generally accepted accounting principles applied on a basis consistent with that of the preceding year.

ROBERT W. BLACK
CERTIFIED PUBLIC ACCOUNTANT

EXHIBIT A

MARYLAND PHARMACEUTICAL ASSOCIATION
STATEMENT of CASH RECEIPTS and DISBURSEMENTS
for the year ending MAY 31, 1958

Cash Balance—June 1, 1957		19,446.45
Receipts		
Dues (Net)	12,870.00	
Convention (Net)	5,423.90	
Baltimore Metropolitan Pharmaceutical Association	4,000.00	
Veterans Administration	500.00	
Maryland Pharmacist	3,000.00	
Regional Meetings (Net)	118.65	
Interest	44.00	
Prince Georges-Montgomery County Pharmaceutical Association	250.00	
Ladies Auxiliary Maryland Pharmaceutical Association	100.00	
TOTAL RECEIPTS		26,306.55
		45,753.00
Disbursements		
Salaries	14,788.26	
Office Expense (Net)	2,692.24	
Pension	1,417.92	
Light, Power, Water, Maintenance	678.74	
Taxes (Payroll)	219.25	
Professional Relations (Net)	537.91	
Printing	269.37	
Legal	500.00	
Auditing	150.00	
Advertising	25.00	
Insurance (3 Year Premium)	410.10	

Kelly Memorial Building Fund (Net)	1,955.42	
Maryland Pharmaceutical Association —Savings Account	5,000.00	
TOTAL DISBURSEMENTS		28,644.21
Cash Balance—May 31, 1958		17,108.79

EXHIBIT B

THE MARYLAND PHARMACIST

STATEMENT of CASH RECEIPTS and DISBURSEMENTS

for the year ended MAY 31, 1958

Cash Balance—June 1, 1957		3,195.59
Receipts		
Advertising		8,142.70
		11,338.29
Disbursements		
D. Stuart Webb, Inc.—Printing	6,855.93	
Robert L. Swain, Jr.—Cartoons	240.00	
Joseph Ruzicka—Bookbinding	20.20	
Union Trust Company—Stationery	4.24	
Maryland Pharmaceutical Association	3,000.00	
TOTAL DISBURSEMENTS		10,120.37
Cash Balance—May 31, 1958		1,217.92

EXHIBIT C

VETERANS ADMINISTRATION

STATEMENT of CASH RECEIPTS and DISBURSEMENTS

for the year ended MAY 31, 1958

Cash Balance—June 1, 1957		309.57
Receipts		
Veterans Administration		7,606.82
		7,916.39
Disbursements		
Cost of Prescriptions	6,912.28	
Maryland Pharmaceutical Association	500.00	
TOTAL DISBURSEMENTS		7,412.28
Cash Balance—May 31, 1958		504.11

EXHIBIT D

MARYLAND PHARMACEUTICAL ASSOCIATION

STATEMENT of SAVINGS ACCOUNTS

Scholarship Fund

Balance—June 1, 1957		380.51
Receipts		
Contributions	715.00	
Interest	16.86	731.86
		1,112.37
Disbursements		
University of Maryland (Two Scholarships)		934.46
Balance—May 31, 1958		177.91

Kelly Memorial Fund

Balance—June 1, 1957		4,406.63
Receipts		
Baltimore Metropolitan Pharmaceutical Assn. 1957	1,000.00	
Baltimore Metropolitan Pharmaceutical Assn. 1958	1,000.00	
Other Contributions (Dues)	934.00	
Interest	142.74	3,076.74
		7,483.37
Disbursements		
Office Equipment and Shrubbery for Building		429.63
Balance—May 31, 1958		7,053.74

General Fund

Balance—June 1, 1957		3,836.65
Receipts		
Maryland Pharmaceutical General Fund	5,000.00	
Interest	158.80	
TOTAL RECEIPTS		5,158.80
Balance—May 31, 1958		8,995.45

REPORT OF THE AUDITING COMMITTEE

Mathias Palmer, Chairman

Reported by Charles E. Spigelmire

The Auditing Committee met at the Kelly Memorial Building on June 26, 1958 with Mr. Rome, a member of the staff of Robert W. Black, Certified Public Accountant, Association auditor, and Gordon A. Mouat, Chairman of the Finance Committee present.

The accounts of the Association were examined and found to be in order as stated in the Report of the Treasurer.

REPORT OF THE EXECUTIVE SECRETARY

Joseph Cohen

Mr. President:

As Secretary of the Maryland Pharmaceutical Association, I wish to report the major activities of the Association with respect to the central office and my personal duties and participation.

Since my last report at Galen Hall on the occasion of our 75th Anniversary, the activity of the central office has continued to expand. Expansion has meant more details, more telephone calls, more letter writing, more bulletins, more conferences and more meetings.

In order that the progress of the Association shall go forward and expansion of its services and programs shall continue, the Executive Committee authorized me to appoint Nathan I. Gruz as assistant to the Secretary. Mr. Gruz has been serving in this capacity since February 3, 1958. Since his appointment, he has devoted much of his time to office detail, particularly membership. The increase in membership as reported at this Convention, I would say, is due to his personal efforts. He has also improved office data and records generally.

We realize that there are many things to be done. We must realize, too, that the office is called on to perform many duties, some of which are not directly connected with the Association, but are nevertheless important to the overall pharmaceutical picture. Then, it must be remembered that we also edit "The Maryland Pharmacist" and represent the Baltimore Metropolitan Pharmaceutical Association, which are two timeconsuming activities in themselves. I mention these, here, to impress upon you that Mr. Gruz's duties include all facets of our entire operation. Indoctrination is going forth slowly but surely. By this time next year, we hope to bring before you more concrete evidence of progress.

You have heard the Treasurer's Report. You have also heard some committee reports and will hear more at other meetings of this Convention. Although, some may not sound so good to you, if you will bear in mind that our overall picture is good and that we have made progress in spite of the change in economic conditions, you will realize that the Association as a whole has made progress during the past fiscal year.

I would like to highlight briefly some of the important activities during the past year:

Meetings

The Maryland Pharmaceutical Association conducted three well attended and successful Regional Meetings. The Fall Meeting was held at Peter Pan Inn, Urbana; the Winter Regional was held at the New Indian Spring Golf and Country Club; and the Spring Regional was held at the Tidewater Inn in Easton. All three meetings were supported by the Ladies and Travelers Auxiliaries of the Association.

Conventions

In spite of the great distances involved, the Association was well represented at the Convention of the National Association of Retail Druggists in Minneapolis and the Convention of the American Pharmaceutical Association held in Los Angeles. I served as delegate at the American Pharmaceutical Association Convention. I also attended the Pan American Congress of Pharmacy and Chemistry in Washington, D. C. Meetings of the Conference of State Pharmaceutical Association Secretaries were held during the Pan American Congress and the American Pharmaceutical Association Convention, which I attended as both your Secretary and as a member of the Executive Committee of the Secretaries Conference.

Medical Care Programs

Medical Care Programs continue to be of great concern taking up much of my time. Two are on a national level and one is of a local nature dealing with Baltimore City and the counties of Maryland as two separate entities. We are represented in these matters on a local level by: Lloyd N. Richardson, member of the Maryland Board of Health; Walter E. Albrecht, member of the Maryland Council on Medical Care; and Gordon A. Mouat, member of the Advisory Committee on Medical Care, Baltimore City Health Department. I have attended meetings and conferences locally as a member of the Advisory Committee on Drugs, and on a national level as representative of the Secretaries Conference on the Medicare situation.

On the national level: The Veterans Administration has increased its fees of prescription prices as of this coming July 1st. This increase was obtained through the efforts of the Conference of State Pharmaceutical Association Secretaries. The high points of the increase are: an increase of 20% for compounded prescriptions; for all manufactured products in original containers (liquid, solid or powder), cost plus 66%, or prevailing over the counter price, whichever is lower; for less than original container of all manufactured products, with a wholesale cost of $4.00 or less, cost plus 75%; for the same, liquid, powder or solid, with a cost of more than $4.00, cost plus 66%. For tablets, pills, capsules, etc., there is a graduated scale ranging from 150% markup down to 75%, depending on the quantity dispensed. A minimum price has been set for any prescription regardless of quantity, of $1.00. One important thing to remember is that you can not charge more for VA prescriptions than you do for others that you fill. This may be a good time to review your own pricing schedule and adjust it to the times. The VA pricing schedule has been mailed to every pharmacy in Maryland. If you fail to receive one, please call the office and we will mail you a copy.

We have not been so fortunate in adjusting the pricing schedule for both the Baltimore City and County Medical Care Program. We have been working diligently on this for almost two years. Although a slight increase was approved by all parties concerned, the fact that the 1958 Maryland Legislature cut the Maryland State Department of Health appropriation by a little over $136,000, has nullified the small increase that was approved. I shall not go into detail on this, and I ask that debate be withheld at this time, because the subject will come up again at our business meeting on Wednesday.

With regard to Medicare: As of July 1st, no prescriptions can be written under this program unless filled in a military installation, nor may a physician dispense any medication and collect for it from the government. Families of military personnel may have the prescriptions filled at their own expense, if they wish, or take it to a military installation and have it filled free. This eliminates the evil of dispensing, but in my opinion, it does not necessarily mean that pharmacists will get the prescriptions. It is another expansion of free medication and socialized medicine. The VA Program has taught us a good lesson in this respect. More and more VA prescriptions are being funneled into VA Regional Office Dispensaries. The increase mentioned above was partially granted to keep pharmacists happy for emergency VA prescription service. I served on a committee which reviewed the Medicare problem and objected to prescriptions being withdrawn from Pharmacy unless they could not be filled anywhere at no charge.

Fair Trade

You will hear plenty about Fair Trade at this Convention. A full report will be made by Mr. Solomon on every facet of Fair Trade. It would be repetitious for me to give you any details on such things as: legislation, violations, court actions, etc. However, I would like to say that no other item in connection with my work has consumed so much of my time. Other than that there has been complete cooperation with all parties concerned, I shall defer further comment until Mr. Solomon gives his Fair Trade report.

Pharmacy Laws

A full year has been devoted to gathering material on Pharmacy Laws for the purpose of studying the Maryland Laws and formulating a Legislative program that would bring our own laws up to date commensurate with present day conditions of pharmaceutical practice and with an eye to the future. Many meetings and conferences were held during the year. Mr. Melnicove, our counsel, has the information for study and recommendation. We hope to have a program ready for the 1959 Legislature.

Recruitment Program

The Maryland Pharmaceutical Association continues to cooperate with the Baltimore Metropolitan Pharmaceutical Association, the Alumni Association and the School of Pharmacy in a Pharmacy student recruitment and scholarship program. Last year, the M.P.A. provided funds for two full year Freshman Scholarships. This year, because there has been poor response to the Scholarship Fund, only one Freshman Scholarship shall be awarded in the Fall. Better immediate response, of course, can alter the picture. Again, I ask you to upgrade Pharmacy and encourage meritorious students to study it.

Membership

The membership of the Maryland Pharmaceutical Association has improved somewhat, but is far short of the potential. We now have 4 more Active members than we had at the close of 1957 for a total of 463. We have approximately 725 pharmacies in Maryland. This is about 64% of the total. We should have between 85% and 90% membership. I am sure this can be accomplished if a concerted effort is made between now and the close of the calendar year.

Conclusion

In closing, I want to thank the officers and Executive Committee for their assistance during the past year. I want to thank Hyman Davidov and his Convention Committee for helping to arrange this Convention which involved more details than usual. I want to thank, also, the many individuals and committees who worked on behalf of the Association.

I ask you to please encourage all to attend our meetings and functions so that we may have a successful Convention in every respect.

President Schmidt announced that Memorial Services for deceased members would be postponed until Monday.

President Schmidt concluded the First Session with a commendation to all Chairmen and their committee members for the excellent work accomplished and for the fine reports rendered. The President emphasized the importance of participation and prompt attendance at all meetings. He announced that "Early Bird" attendance prizes would be awarded. He requested as many as possible to turn in questions before the beginning of the panel discussion the following day. It was requested that badges be worn at all times and that tickets for meals and entertainment be presented at the required times.

Secretary Cohen announced that some reports, including the Fair Trade Committee Report, would be held over until the following day. Other reports will be published in "The Maryland Pharmacist".

The First Session was adjourned at 6:00 P.M.

SECOND SESSION

Monday, June 30, 1958

The Second Session of the Seventy-sixth Annual Convention of the Maryland Pharmaceutical Association was called to order in Kerry Hall by President Schmidt at 11:00 A. M. The attendance was excellent.

President Schmidt called first for the Memorial Services which had been postponed from the previous day.

MEMORIAL SERVICES

Victor H. Morgenroth, Jr. began with the reading of the 23rd. Psalm.

Harold M. Goldfeder then offered the following memorial prayer:

> Almighty Father, Author of life and death, we are met here at this moment to direct our hearts to Thee and to express our love for those who have been laid to eternal rest. Memories crowd upon us as we recall those who have gone before, who even in death are a benediction unto us. The lesson of our measured years is forcibly brought home to us, and the determination is strengthened within us to hasten the fulfillment of our resolution to live nobly in the spirit of our beloved dead, and to fulfill the obligations which we have accepted from their hands. At this moment, we seek renewal of strength for the struggles of life and increased courage to meet our tasks.
>
> We realize our frailty even as we know that from Thee cometh strength. These silent sentinels call us back to Thee and to the recognition of our duty. They rouse us to do good while our brief day lasts, to bring relief to the distressed, sunshine where darkness now prevails, hope to those in dispair and support for every worthy undertaking for human welfare.
>
> With sorrowing hearts, we call to mind at this solemn hour our beloved ones whom death has removed from our midst. We thank Thee for the years which Thou didst grant unto them, years in which they brought help, joy and comfort to many a heart. Thou in Thy love gavest them unto us and Thou in Thy wisdom hast taken them from us.
>
> We think of the time when they still moved among us, shared in our labors and bestowed their love and friendship upon us. Though slumbering in their eternal rest, they live in our hearts as lasting sources of inspiration, leading us to good deeds and noble thoughts. In gratitude for all the blessings they brought to us, and to humanity, we dedicate ourselves anew to the sacred tasks they bequeathed unto us. Extend Thy healing balm unto the bereaved and

grant eternal rest and peace to the souls which we remember now with tenderness and compassion.

Amen.

Secretary Joseph Cohen then read the following necrology of members for the past year:

CHARLES S. AUSTIN, JR.
HENRY H. BARRETT
WILLIAM E. BROWN
GUY CAPONE
MEYER EHRLICH
WILBUR C. FOOSE
HARRY H. FREIMAN
ALBERT W. HARDING
MURRAY S. HINTON
FREDERICK WILLIAM KOENIG
ANTHONY LACOURSE
CARL O. LEONHARDT
EUGENE G. MORRIS
ALBERT J. PATRICK
WILLIAM ROSSBERG
ALVIN SCHWARTZ
ROBERT WILLIAM VINSON
JACOB M. WIENNER
BENJAMIN WHITELY WOOLFORD

REPORT OF THE CIVIL DEFENSE COMMITTEE

Gregory W. A. Leyko, Chairman

The Civil Defense Committee held no meetings this year. We have been waiting for the Medical Services Division to function and outline the work we in Pharmacy would perform.

Secretary Joseph Cohen represented the Secretaries Conference (the association of state secretaries) in Washington, D. C. These meetings were held for the purpose of formulating a questionnaire, that was sent out to over 600 pharmacies, to determine what kind of inventories were carried, suitable for use in a Civil Defense Emergency. Results of this survey will be tabulated and published to the Civil Defense units in the States and Counties.

On June 22, 1958, I met with Colonel Welsh, Chief of Medical Services in Civil Defense, State of Maryland. My express purpose was to find out just where Pharmacy fitted in the Civil Defense picture. However, after several hours of discussion, I wasn't able to get one specific example of how or where Pharmacy would perform in this State. A few generalities were alluded to, like supply clerks, help in hospitals, etc., but nothing written or definitely planned.

In regards to the appointment of Narcotics Procurement Officers, Col. Welsh was not too sure who would make these designations. Col. Welsh did proceed to show me a breakdown of the personnel, who would be available for the Medical Services, in case of an attack. This list was broken down by counties and indicated the number of professional people engaged in the various healing and burial arts in each county. It enumerated the physicians, nurses, dentists, veterinarians, chiropractors, and morticians; but pharmacists and pharmacies were completely ommitted. Col. Welsh commented that this was the first time the omission was noted by him, but that he would have this corrected in any future tabulations.

A group of plans that would cover every phase of Civil Defense is being reviewed now by the Federal Civil Defense Administration. When these plans are released to the states, Col. Welsh assured me that we in Pharmacy, could have access to them. This review of plans should be finished in two months.

Colonel Welsh did suggest that our committee should meet with him in the near future and work out plans for Pharmacy in the Civil Defense Program. He suggested that these plans could go out as directives by the state to all local Civil Defense Units.

This, gentlemen, is the status of Pharmacy in Civil Defense, today.

President Schmidt called on the Convention Committee for the drawing of the Early Bird Prizes and announced the drawing of the other valuable prizes during the course of the day's session.

Marcus Ford, Vice President of the Shelburne, extended greetings and welcome on behalf of the Convention hotel. Mr. Ford assured the Association membership and guests that everything possible for the success of the Convention and the enjoyment of the participants would be provided by the management and staff.

Alexander J. Ogrinz, Jr., President of the Baltimore Metropolitan Pharmaceutical Association, responded to Mr. Ford's warm welcome and remarks. President Ogrinz then brought greetings from the Baltimore Metropolitan Pharmaceutical Association and the following message:

"We of Baltimore are always happy to take part in the Convention of the Maryland Pharmaceutical Association, as, I think, you can see for yourself by the number from Baltimore here that are participating in committees, etc. We surely do hope that the Convention is a success, and if I may impose, Mr. President, for a few extra moments, I know that keynote talks are usually associated with political rallies, but it struck me that at this particular Convention we are having a little tug of war going on with our Federal Congress. I took from our Secretary's notice that was sent to the group some time ago a quote from Shakespeare, and that I would like to offer, if I may, as the keynote for this particular Convention. He said: 'Fair Trade, to be or not to be.' Now we would more or less have to go along with all the efforts that your Secretary and Mr. Si Solomon are leading this particular State into. May we have a strong foot out, but the reason we have it is not because we are fair-haired boys, and not because we offer perpetual services, not because we work until eleven o'clock at night, but because we ask for these things. And I think now is the time that Senator Butler, Representative Friedel, or any of these fellows, if they are to do something for you, have to know that you want it. The only way they'll know it is if you ask them for it. It probably would be a pretty easy thing before we kiss the little lady goodnight or even afterwards, if we just sat down and jotted a little note off to these fellows to let them know how we feel about something that could be our lifeline. I feel that there are three things that we could do in setting up this little request: first, to help the Secretary with all the things that he has sent out and which we have read; second, to help Si Solomon; and third, to help ourselves. Thanks a lot."

Wayne A. Braden, president of the Prince Georges-Montgomery County Pharmaceutical Association was recognized and expressed appreciation on behalf of his Association for the work accomplished by the Maryland Pharmaceutical Association in the cause of Fair Trade.

Announcement was made of the contribution of $250.00 to the Maryland Pharmaceutical Association by the Prince Georges-Montgomery County Pharmaceutical Association.

George S. Teass, president of the Travelers' Auxiliary and Mrs. Frank Block, president of the Ladies' Auxiliary of the Maryland Pharmaceutical Association, were recognized and responded with greetings from their respective organizations.

The following distinguished members and guests were then introduced: Dr. B. Olive Cole; Dr. Melville Strasburger; Joseph J. Hugg, President of the Baltimore Drug Exchange; Harry C. Zeisig, Secretary of the Delaware Board of Pharmacy and the Delaware Pharmaceutical Society; Francis S. Balassone, Chief of the Division of Drug Control of the State of Maryland; Irvin Greenfeld, District Supervisor of the Bureau of Narcotics and Dr. Noel E. Foss, Dean of the School of Pharmacy, University of Maryland.

President Schmidt presented First Vice-President Frank Block. Mr. Block took the chair and called on President Schmidt to deliver the Annual Presidential Address which follows:

PRESIDENT'S MESSAGE

George M. Schmidt

It is indeed with great pleasure that I welcome you to this 1958 Convention of our Association which is being held in Atlantic City—popularly known as the "World's Playground." Many of our members have long looked forward to this meeting, as they looked upon it as a splendid setting for our business sessions and also an unusual opportunity for pleasure and relaxation.

Our business program has been devised so as to give plenty of time for both of these objectives.

You are urged to be prompt in your attendance at the business sessions so that these will not encroach upon the time given over to entertainment and other resort of pleasures and activities.

We want each of you to get the most out of this Convention, and the one sure way of achieving this end is to be prompt in your attendance in the business program and then wholeheartedly seek to enjoy yourself in this very happy Atlantic City environment.

Uncertain World Conditions

Disturbing as it is, we are aware that we are again meeting in a world torn by discord and dissension and threatened with the possibility of atomic warfare. While there have been times during the past year when the cold war seemed to be somewhat improved, with international tensions somewhat less severe, the confirmed optimist could hardly claim that the over-all international situation has been much improved. We can only hope and pray, as previous presidents of this Association have stated, that Divine Providence will so direct the thinking, plans, and actions of the leadership in all countries of the world that humankind may escape the indescribable ravages of nuclear warfare.

We have ample reasons to feel that our leadership here at home is constantly seeking to bring about some semblance of peace and order in the world so that man may be saved from the fruits of his own folly, and that hatred and intrigue may cease to control national policies in so many sections of the world.

Again, let us earnestly hope and fervently pray that in the fullness of time; peace, order, and decency may rule throughout world leadership and in the hearts of people of all lands.

As president of our Association, I have diligently sought to keep in step with major developments in our field, knowing full well that national problems, national controversies, and nation-wide conditions in pharmacy inevitably have their impact upon us here at home.

We are all aware that the national economy has been slowing down, and that a recession of various degrees of severity now holds sway throughout the country. There are good reasons, however, for believing that the bottom has been reached and that there will be an upswing of the prosperity curve as the year moves on.

We share the hopes of the President of the United States that the steps which have been taken by the Administration and the Congress will be sufficient to cope with the more serious aspects of the business decline.

Pharmacy Continues To Prosper

In pharmacy, it is pleasing to state, drug store sales volume has kept up remarkably well. While there are undoubtedly some sections in which retail drug store sales are lagging behind last year's, totally due to localized employment and industrial conditions, when seen from the standpoint of national view, we find that drug store volume, so far in 1958, is appreciably above the preceeding year.

The fact that our volume has forged ahead in the face of a nationwide recession is due almost entirely to the fact that our prescription volume is still going up. While this is a highly gratifying situation, we should also be mindful of the fact that our out front departments in some of the most important drug store categories are progressively losing volume. This is the inevitable result of the aggressive competition from supermarkets and other mass non-drug outlets.

Competition Demands Merchandising

The competitive conditions confronting us demand that we give our best promotion and merchandising attention to our outfront departments so that our drug stores, in all departments, will become stronger competitively.

Indeed, as I see it, we have two very definite and unyielding objectives—one is to develop, up-build, and expand our prescription practice, as this will tend to give pharmacy higher professional recognition and at the same time more firmly implement it into the estimation and esteem of the public.

We should also give our best thought and attention to our overall merchandising needs so that both professionally and economically, the drug store will be strong enough to withstand the competitive forces with which it is faced.

Merchandising Aids

While it is to be presumed that every pharmacist is aware of the severe competitive problems facing retail pharmacy, it is also painfully apparent that all of us do not make the best use of the merchandising aids which are supplied us by manufacturers and wholesalers.

Practically all of the merchandising aids supplied from these sources is of a very high order. The window displays, pieces of lithography, are all designed to exert sales appeal. They are all built around sound merchandising ideas. They can all be counted upon to boost drug store volume if we put them to good, solid, intelligent use.

Every pharmacist should become alert to the value of these merchandising aids so that we can put them to good productive and profitable use. While these merchandising aids are designed primarily to boost the sales of manufacturers' products, they can only succeed in this direction when they boost the sales in our individual stores.

Fair Trade

We are all aware that fair trade has not been faring too well in the several states. With the exception of Arizona, fair trade has been the victim of adverse rulings by the highest state courts, to the extent that a feeling of apprehension has pervaded the whole fair trade field. Indeed, the state fair trade field has so deteriorated that the enactment of a federal fair trade law becomes a matter of fundamental necessity, if retail drug distribution is not to become the prey of ruthless predatory competition.

I shall forego any further discussion of the fair trade situation either in the nation as a whole or in our own State, as our fair trade chairman, Si Solomon, will present a truly remarkable report on this whole subject. I urge you all to be present when Mr. Solomon makes his report, as it is a highly expert discussion of the whole fair trade situation.

I cannot forego the opportunity of calling attention to the last meeting of the National Association of Retail Druggists, held here in Atlantic City, in which Mr. Solomon proposed that the McGuire Act be amended so as to prevent a dealer in a non-fair trade state from shipping fair trade items into a fair trade state at prices below those established by contract in the fair trade states.

Had the N.A.R.D. leadership been as concerned with the situation as Mr. Solomon said it should have been, many of the dangerous conditions which now confront us would never have come to pass.

Mr. Solomon foresaw, in a most accurate sense, the results which were sure to follow if the McGuire Act was not properly amended, and future events have been a complete vindication of his point of view.

We in Maryland are extremely fortunate in having one in our ranks who is so expertly versed in the legal and economic philosophy of fair trade and who has brought to bear upon its problems courage, integrity, and devotion of the very highest order.

I want to commend the fortitude and long-suffering attitude of our members in the Silver Spring areas for their valiant struggle to maintain fair trade prices in the face of persistent fair trade violations upon the part of competing pharmacists and aggressive non-drug outlets. The Association has given earnest thought to this situation, and we wish to extent hearty thanks to those pharmaceutical manufacturers who have given vigorous enforcement to their fair trade contracts.

These manufacturers have earned our lasting gratitude, and we should repay them with our merchandising and sales support.

Mr. Solomon has given considerable thought to all phases of retailer-retailer fair trade suits, and he will doubtless have something to say on this subject, particularly as it may apply to conditions in the Silver Spring area of the state.

It is a matter of great satisfaction to our Association to know that Congressman Friedel and Congressman Miller have committed themselves to support Federal fair trade legislation and they are entitled to our sincere thanks for their interest in this pressing matter. They have earned our thanks, and we should express our thanks to them as effectively and as promptly as we can. They have shown themselves to be our friends, and we should most certainly manifest friendship toward them.

A.Ph.A. Changes

It is a pleasure at this time to extend our congratulations to Dr. William S. Apple upon his having been named secretary nominate of the American Pharmaceutical Association. Dr. Apple is not only exceptionally well trained in the academic field, but he has also shown himself fully familiar with the difficult professional and economic problems now confronting pharmacy throughout the country.

Pharmacy has every reason to feel satisfied that a man of Dr. Apple's qualifications has been chosen to succeed Dr. Robert P. Fischelis at the close of the 1959 A.Ph.A. convention.

I am sure you would want me to express our profound appreciation of the monumental contributions Dr. Fischelis has made to all phases of pharmacy during the long years in which he has so markedly devoted himself to the welfare of our profession. Few men have given so much of their time, their efforts, and themselves to pharmacy as Dr. Fischelis. He has richly earned the respect and affection of pharmacists everywhere, and we are very happy to extend ours to him at this time. We wish him well in whatever he undertakes to do after he has completed his term as A.Ph.A. secretary.

Polio and Public Relations

As pharmacists, we are bound to be concerned with the public relations impact of the government's indictment of five of our leading pharmaceutical manufacturers for alleged violations of the anti-trust laws in the sale of polio vaccine. I say this, because the public is likely to take an interest in this matter.

While no one can know just what the full evidence presented in court will show, I am confident that no wilful violation of the anti-trust laws will be shown. Whatever the explanation will be, it seems totally incredible to me that the men heading up these pharmaceutical manufacturers would ever wilfully and deliberately become involved in anti-trust violations such as the government alleges.

As pharmacists, I think we should defend these manufacturers whenever the question comes up in our stores. When we realize that polio vaccine, as developed by Dr. Jonas Salk, was produced from nothing but a laboratory specimen to quantities available for meeting the need of this product in an amazingly short period of time, these manufacturers stand forth as benefactors of the first magnitude. Had it not been for their willingness to undertake the production of polio vaccine on a mass production basis, and had they not had the scientific insight and technical know-how required, the Salk polio vaccine might have remained little more than a scientific curiosity.

To say that Dr. Salk deserves credit for winning the battle against polio is quite correct, but his great contributions to medical science would have been of little practical use had it not been for the public-spirited services of these pharmaceutical manufacturers who have been indicted by the Federal Government for doing the impossible.

As pharmacists, we have a stake in the public relations implications of this whole situation, and it is for this reason that it is referred to in this presidential address.

Interest of Younger Members

As president of our Association, I have been much impressed by the interest now being shown by the younger members of our profession. Many of them have attended meetings of our national associations and they are showing a commendable interest in the work of our Association here at home. This is a very promising situation and I urge these younger men to become more actively identified with the problems of our profession and to cooperate to the fullest possible extent in the work and activities of the Association.

Today, we need the unified teamwork of pharmacy as a whole in facing up to some of the more serious conditions confronting us.

Recruitment

Throughout the country, there is real apprehension with respect to the student outlook for our colleges of pharmacy, and certainly we are disturbed by the outlook here at home. While our Association, together with the Alumni Association of our School of Pharmacy, has been in close harmony in student recruitment work, there is need for us to develop a long-range and continuing recruitment program.

While this is not the time nor place to provide a blueprint for such a recruitment program, we should be aware of the urgent need to develop such a program. The fact that this problem is regarded as one of pressing importance in all sections of the country is sufficient to show that there is a real need for developing recruitment programs suited to the needs of these times.

While we have not overlooked this matter in Maryland, our efforts in the future must be still more effective and still better planned.

H. A. B. Dunning Pharmacy Building

I am sure every pharmacist in the State shares my hearty enthusiasm for the announcement that the president and board of regents of the University of Maryland will name the Pharmacy Building in honor of our beloved friend, Dr. H. A. B. Dunning.

and that the building will be appropriately dedicated some time this fall.

While this is truly a great honor, it is one which Dr. Dunning has earned many times over. Perhaps no man in the history of pharmacy in this country has labored so long and so valiantly for the progressive betterment of his profession than has Dr. Dunning.

It is indeed most fitting that the College of Pharmacy on the Baltimore Campus of the University, should bear his name. Again, our sincere thanks and appreciation to the president and the board of regents for this most commendable decision.

At this point, mention should be made to the Greater University of Maryland General Fund, and also to the Special Fund for furnishing the soon-to-be erected Student Union Building.

Each of these projects has a vital bearing upon the growth and usefulness of the schools of the University here in Baltimore.

Every pharmacist in the State should take an active interest in these two projects, and support them as generously as possible. They represent a very progressive attitude upon the part of the University administration, and they merit our wholehearted and active cooperation and support.

Dr. Robert L. Swain

It is good to see Dr. Swain at our 76th Convention. Dr. Swain has many outstanding accomplishments to his credit. His Drug Topics Lost Sheep program has been acclaimed as a boon to retail pharmacy. His dynamic Lost Sheep campaign has alerted retailers throughout the land to more aggressive promotional and merchandising effort.

In recognition of his services to the profession of Pharmacy, his Alma Mater, the University of Maryland honored him on June 6th by conferring an honorary Doctor of Science degree upon him, his sixth honorary degree. He was also recently elected as chairman of the American Pharmaceutical Association Council.

Dr. Swain, although you are not a native Marylander, we proudly and selfishly claim you as our very own.

Charles S. Austin, Jr.

It is with a feeling of sadness that I call attention to the untimely passing of our beloved former president, Charles S. Austin, Jr. The fact that he had been called to fill every important office involving pharmacy in this State is proof of the high regard in which he was held by all. His work on the Board of Pharmacy—which extended over several years—was of the highest order. His participation in the work of the Special Committee functioning under the Baltimore Health Department with respect to medical care for the indigent was one which brought great credit not only to him as an individual, but to the profession as a whole.

He was highly regarded because we all know that he was a man of high principle, earnestly and sincerely dedicated to his profession. We shall miss him for a long, long time.

Association Activity

It is with a feeling of warm satisfaction that I review in my own mind the widespread activities of the Association during the year. This has involved routine Association activities, and many other matters of direct concern to all of us. The Association has made its influence felt in matters of state and local taxes, zoning affairs, fair trade, and in many other essential fields.

Our strength has been felt and our influence recognized in such a way as to bring decided benefits to our calling. However, our position in the State would be much stronger, much more effective, and much more productive if we had 100 per cent membership.

There are still a substantial number of retail pharmacists who are not members of our Association, and so long as they withhold their membership just so long do they curtail the benefits which the Association could bring to pharmacy as a whole. The economic, and professional problems of today are of such a character that the self-interest of every pharmacist requires him to maintain active membership in the Association so that it can actually speak for all, work for all, and plan for all as it faces up to the needs of pharmacy in Maryland.

I urge every pharmacist who has not yet become an active member of the Association to do so, as in so doing, he will make an invaluable contribution to his own self-interest and to the progress and strength of his own profession.

There are many other subjects which I should like to discuss in this address, but I am sure many of them will come before the Resolutions Committee and thus will be presented to you in the report of the Committee. For that reason, I urge you to be present when the Committee makes its report, because resolutions, when adopted, become the official actions of the Association, and binding upon the officers charged with the policy-making decisions, and to every member of the Association.

The resolutions should not be taken casually or as merely routine matters. They represent the official expression of Association views.

I again urge you to be present when the Committee makes its report, as I am sure it will deal with matters which would otherwise have been discussed in this address.

Appreciation

I cannot bring this presidential address to a close without extending my heartfelt thanks and appreciation to the TAMPA. Over the years, the TAMPA members have actually been the big brothers of the Association, so effective and productive have been their cooperation and support of Association activities. Each member of the TAMPA has earned gratitude and for this reason I am glad to extend our best wishes to the members collectively and individually for a job well and faithfully done.

I wish also to extend our thanks and appreciation to the LAMPA which, as you know, is the title of our ladies' auxiliary. The auxiliary has also been very useful in furthering the aims and purposes of the Association, and it is a pleasure on my part to extend my official thanks and appreciation to them.

In closing, I want to pay my personal tribute to our highly efficient secretary, Joseph Cohen. I have worked closely with him during the year, and I have the warmest admiration for his thoughtful and constructive conduct of Association affairs. He knows pharmacy and its problems, and he has a clear insight into ways and means of dealing with them.

It is highly gratifying for us to know that his value to pharmacy is being recognized by the American Pharmaceutical Association, where he is now serving as a member of its Committee on Legislation, and that he has assumed a position of leadership in the Conference of State Pharmaceutical Association Secretaries.

He is well qualified for the position as secretary of the Association, and he is giving it that degree of service and attention which at times seem to go beyond that which we could expect or anticipate. He is entitled to our thanks and commendation for the services he is rendering us in his official capacity, and I am very happy to extend to him such thanks and commendation on this occasion.

Some evidence of how the work of the secretary's office has developed is shown by the fact that it has become necessary to provide Secretary Cohen with an assistant—namely, Nathan I. Gruz. We wish him every success and satisfaction in his work with Mr. Cohen, as he grows more familiar with the duties and demands which his position imposes upon him.

I have thoroughly enjoyed my year in office, and I hope that in some small degree at least my services have been beneficial to the profession to which we are all so earnestly devoted.

I have done my best to meet the responsibilities inherent in the position and to discharge my obligations in a manner creditable to myself and to the Association. I shall cherish the memory of this year as long as I shall live, and I deeply appreciate your confidence in electing me as your president,—a confidence which I have made a diligent effort to justify.

Thank you.

President Schmidt's message was received by a rising round of applause and was referred to the Resolutions Committee and the Executive Committee for appropriate consideration.

Vice President Block then turned the chair back to President Schmidt.

Bernard Cherry and Victor H. Morgenroth, Jr. discussed the matter of manufacturers of polio vaccine who were being criticized by the government on pricing policies. The question was deferred until New Business.

Simon Solomon was then called on to deliver the Fair Trade Committee report which had been held over from the previous Session.

REPORT OF THE FAIR TRADE COMMITTEE

Simon Solomon, Chairman

Fair Trade

We have often wondered how many small retailers appreciate the grave consequences and the upheavel that would occur in the retail drug industry if many manufacturers should conclude that Fair Trade was no longer enforceable and therefore decided to discontinue operating under it. We stated a few years back that Fair Trade Acts and the Miller-Tydings and McGuire Enabling Acts meant the difference between predatory price cutting and our honorable and orderly way of conducting business, and that eternal vigilance would be the price of continued stability. It would appear to us that due to lack of foresight of some of our national leaders in not attempting to enact federal legislation a few years ago, the small retailer finds himself wedged tightly between an economic recession on one hand and the threat of the loss of price maintenance on the other hand, with the result that many retailers are bound to fall by the wayside.

While Fair Trade was being constantly attacked from many powerful and influential sources, working quietly but effectively, our leaders failed to be aroused from their complacency. Our antagonists, despite many reverses, kept punching all the time, hoping that by attrition they would eventually be able to deliver the knock-out blow that is so essential for their existence. They knew that as a matter of self-preservation, they must attract people into their establishments in order to increase their volume of business, and such volume could only be achieved by luring the customers with bait better known as "loss leaders". They realized that the one obstacle that stood in their path was Fair Trade, and it therefore must be removed at all costs.

We must admit that Fair Trade at the present time is just like a prize fighter who has neglected to train faithfully and although his opponent has him hanging on the ropes, and using every trick known in the fight game to reach his goal, he has so far been unable to deliver the knock-out punch. Whether Fair Trade will be able to survive this onslaught, and recover sufficiently to turn victory into defeat with such tremendous odds against it, depends entirely upon the reserve strength of the supporters of Fair Trade.

It is evident that the proponents of fair trade have failed to take the opposition seriously, and during the past few years particularly, failed to counter-attack. We have relied to much upon our defense, and not enough upon our offense, feeling that we had built a wall that was insurmountable. We have the knock-out blow alright—a Federal Fair Trade Act, but can it be delivered in time to bring order out of chaos? It can only be accomplished by arousing, not only the entire drug industry as it has never been aroused before, but also non-drug interests who really want Fair Trade.

While the following might appear irrelevant, we believe it is very significant, as it points out what can easily happen to small business men unless they have a weapon such as Fair Trade with which to defend themselves.

The Federal Trade Commission several years ago, stirred up a rumpus by reporting that "big business" is eating up "little business". If nothing is done to check the growth in concentration, said the Commission "either the giant corporations will ultimately take over the country or the government will be impelled to step in and impose some form of direct regulations in the public interest". Since this statement was made, the situation from our observation has not abated to any extent, but has alarmingly increased as can be seen by a recent paper presented by Dr. Joseph D. McEvilla that 80 percent of the pharmaceutical sales were made by 10 firms during the year 1956, and is no doubt more true in 1957. The largest firm had 12.1% and the second largest 11.9% of total industry sales. While the individual firm, according to Dr. McEvilla "enjoys what at first seems a relatively small percent of total industry output, in an industry composed of 1,163 manufacturers, where less than one percent of the firms enjoy over 80 percent of total annual industry sales, a recognizable degree of concentration is apparent".

With such a concentration, we cannot help but feel that they hold the success or failure of Fair Trade in the palm of their hands. With a handful of manufacturers controlling the industry, it proves there exists a greed for volume; and in order to continue at this dizzy pace, it raises the question as to whether or not many manufacturers in the drug and cosmetic industry are actually sold on Fair Trade with so many non-drug outlets handling their products. It is also very apparent that without Fair Trade it will be a dog eat dog situation, resulting in a very large increase of retail sales concentrated in the hands of giant retailers such as chain drug stores, super markets, department stores, discount houses, etc.

Let us see how true this is. According to statistics compiled in the first few months of 1958, it is anticipated that close to 16,000 businesses will fail this year. Businesses are dropping out at a rate topping anything seen since the 30's, and week after week

Dun & Bradstreet's figures emphasize that most failures involve small firms. Without Fair Trade many more retail pharmacies would be added to the above large number of failures.

With the plight of small business in our country getting increasingly worse, it makes one stop to think whether Congress and the Administration in Washington really seem to be concerned about preserving our system of free, competitive enterprise, because without small businesses, free enterprise is dead.

Let us see how important the small retailer is to our economy.

The latest available estimate of business population developed by the United States Department of Commerce shows that in the retailing field, of the 1,800,000 establishments in operation, approximately 2% employ 50 or more. Or, 98% of those establishments have less than 50 employees. It is probable, according to these statistics, that 60 to 70 percent of the total employ less than 3 persons. These statistics are based upon the number of establishments without consideration as to the type of ownership—chain stores and independent units.

As Sylvia Porter, the well known business analyst said:

"There's nothing new about the plight of small business in our country. The only news is that the plight is getting steadily worse."

Would Slashing Prices Help Business?

Several retail pharmacists recently made the statement with business on the decline it was their opinion that slashing of prices would stimulate business and bring more volume and, therefore, more profits. Theoretically, this sounds very good, provided you could switch non trade-mark products with an exorbitant profit every time a well known brand product was called for, but we would like to quote some statistics on the increased volume needed to make up for the loss of any item used as a "loss leader".

If you cut your price a mere 5%, you will have to increase your volume 25% before you can even make up the difference. If you cut your price 10% you won't add to your profit until your volume has increased greater than 67%. If you cut your price 15% you must run your volume up 150% just to break even. Mind you these are actual figures and they are based on a supposedly normal profit of 33 1/3% above cost before doing any price cutting. If your normal profit is less than 33 1/3%, which is true in some cases, then the increase in volume of business necessary will be correspondingly greater than the figures listed. Now we asked these retailers and others who are inclined to agree with them, whether they feel that the odds, which have been figured out by experts, are worth the gamble of a price war?

Please do not lose sight of the fact that large chain drug stores, department stores, super markets and other giants can easily withstand any cut throat competition and survive due to many reasons, such as tremendous volume and buying power which brings down the cost of doing business. This is not true of the average retail pharmacy located in a neighborhood where its volume is limited.

Of course, some retailers will argue that off brand merchandise will take care of losses incurred by a price war; but, again our answer is that today the public is educated to buy nationally advertised products, and any attempt to switch will not be so easy.

Unions—Fair Trade

Secretary Dargavel on Unions and Fair Trade quoted U. S. Senator Hubert H. Humphrey (Minn.) on the implications for labor:

> "I have said to my friends in organized labor—that organized labor ought to be for Fair Trade, and I tell them so—You want time and a half for overtime. You want a 40 hour week. You want the seniority system. You want a union shop. You want all of these things, and I think you have a right to have them. But if you want them for yourself, you had better be interested in other people having some code of professional conduct, of business conduct, of fair play for themselves."

We also say to labor, that if it wants to continue to receive the many services that the small independent retailer on the corner renders to the workingman and his family, especially when the economic picture is precarious and money is really tight, then its members ought to be willing at all times to see that small business receives a legitimate and reasonable profit on the merchandise it handles. The small fellow must be economically and financially sound to render adequate and prompt service to his customers. Fair Trade has brought order out of chaos in the marketplace, and unfair competition, such as destructive price cutting, can only increase the alarming mortality rate of small businesses.

Steel Industry vs. Fair Trade

If one followed the investigation of the steel industry by the Senate Judiciary Subcommittee several months ago, in which the steel companies were accused of price fixing by Chairman Kefauver, then the testimony of Roger M. Blaugh, Chairman of United States Steel Company certainly made a good case for Fair Trade, and why it was to the advantage of the consumer if different companies handling the same type of product should have practically the same price.

When Senator Kefauver asked why competitors of United States Steel sold a ton of steel at the same price and not a little less, Blaugh replied, "If our price was $6.00 per ton, and our competitors undersold us by selling at $5.00 per ton, then we would undersell our competitors—as long as our competitors would cut, then we would cut still lower and then they would cut to match us, and so on until we all went broke." He further stated that, "True competition is when we offer to sell steel to a customer at the same price as our competitors, and not by fighting each other to see how cheap we can sell our products." Blaugh asserted that, "More than nine tenths of all the products sold in the United States are sold on what you call administered prices and it's that system which has made America the greatest industrial country in the world." When Senator Kefauver shot back that the administration of steel prices is a monopolistic achievement, Blaugh replied: "It just was an intelligent system of administered prices to sell its products."

The situation as explained by the Chairman of United States Steel readily points out why Fair Trade is in the interest of manufacturer, wholesaler, retailer and consumer. If manufacturers can only survive by administered prices in the steel industry, then is it not reasonable to say that small retailers in many fields, in order to compete with giant retailers, are entitled to have Fair Trade which is really the most legitimate form of price maintenance?

When small independent retailers are compelled to switch and cut corners in order to meet cut throat competition by selling off brand products, then the public is not receiving a quality product at the most reasonable and legitimate price. Under Fair Trade, manufacturers can not charge exorbitant prices as many people seem to feel, but must have a price that is consistent with the price of their competitors' products.

If our government insists, and rightly so, that railroads must have the same freight and passenger rates in order to prevent chaos, and thus give the public the service and convenience it is entitled to, then why should not small business, which according to government statistics comprises a very large majority of our economic system, receive the same protection? Small business is just as essential to our economy as big business, especially when one stops to consider that 40 percent of all jobholders in this country are employed by what the government standards classify as small business.

With Fair Trade now, it is easy to visualize the deplorable conditions of pre-Fair Trade days, and without it the demoralization of the drug industry. We wish it were possible to suspend Fair Trade for a temporary period of a few months so as to bring home to those in business for the past decade or so, what it means to operate a business with declining profits and increased overhead expenses, against ruthless cut throat competition. To prove our point let us look as to what has been happening in the automobile business. Here we see the manufacturers in their greed for volume forcing the agents or dealers to meet their quota irrespective of profit. Many reliable dealers who have been faithful to the manufacturers over many years, and honest in their dealings with the public, were forced to retire or go broke because producers encouraged the discount "boys" to come into the picture, with no effort whatsoever to control the price at which automobiles should be sold. What protection does the public receive under such conditions?

Would it not have been better for all concerned if we had an orderly market with prices stabilized and the dealers getting an honest mark-up and the consumer getting a quality product at a fair and legitimate price?

We have the best example of this situation close by. In Silver Spring, and a few other areas, the independents are putting up a gallant fight against incredible odds. For almost two years they have refused to meet the ruthless cut-throat competition in their own back yard. They are in the front line trenches dodging bullets, but how long can they continue holding the line without being struck by some of those bullets, thus becoming casualties. And if they should attempt to meet these cut prices, they will also become casualties. Corrective legislation is the only solution to their problem.

General Electric Goes Off Fair Trade

When General Electric decided to discontinue operating under Fair Trade it was a sad day for small retailers in the appliance field and indirectly retailers in other fields. General Electric is the country's largest electrical manufacturer and according to company officials has filed more than 3000 Fair Trade suits since 1952, and has spent approximately $1,000,000 in 1956 and 1957 in trying to enforce Fair Trade.

The United States Supreme Court, in refusing to review the United States Circuit Court of Appeals ruling in the General Electric vs. Masters case, allowing consumers in a Fair Trade state to buy at a discount through the mail firm from non-Fair Trade states, made adherence to Fair Trade prices practically impossible, and was one of the main reasons, if not the most important one, why General Electric threw in the sponge.

As we predicted as far back as 1956, at our Convention, that unless the McGuire Act was amended so as to prevent Fair Traded products, from being sent into Fair Trade areas from non-Fair Trade areas at below minimum resale prices, General Electric would be compelled to go off Fair Trade, and when that happened, it would let loose an avalanche that would continue rolling and carry many other prominent Fair Trade manufacturres along with it. Not long after, Toastmaster, Sunbeam, Ronson, Schick, Royal McBee, Smith Corona, and Waring Products soon followed. A battle royal ensued immediately, with discount houses, department stores, super markets and variety stores fighting each other furiously with initial cuts of around 30%, and in some instances, Masters Discount House and Abram & Straus Department Stores of New York cutting appliances as much as 40%. In Philadelphia, the cuts were as high as 50%, and in some cases, it was reported they went rock bottom until they bumped into the floor set by individual states of a 6% required mark-up (known here in Maryland as the Unfair Sales Act). It is highly probable this situation could act to the disadvantage of discount houses, because large giant outlets such as department stores now feel free to battle discount houses at the discount level. For example, it is authoritatively stated that appliances rperesent only a very small portion of department stores total sales. According to the Federal Reserve System major appliances accounted for a 2.1% of total United States department store sales in 1956; housewares, including small appliances accounted for another 3.7% and radio and television sets 1.3%.

On the other side of the picture, large discount houses expressed the opinion that this would be to their advantage because they could now sell such popular appliances without fear of court action, and that they had no reason to fear, if they stuck to fast volume and low overhead operations. All this will mean tough competition for the discount houses, but still tougher sailing for the small retailers who will be unable to compete with these large firms, and therefore be forced out of business.

It is interesting to note that General Electric did not relinquish Fair Trade after many high state courts invalidated Fair Trade, but went off almost immediately after the Masters unfavorable decision against it. Mr. Sahloff, Vice-President of General Electric stated very openly that the "mail order loophole" was one of the things that helped to make Fair Trade unenforceable for his company, and that dealers complying with General Electric Trade prices in Fair Trade states have been placed in an unbearable competitive position when located next to non-Fair Trade areas.

	Fair Trade Price	**Non-Fair Trade Price**
CLOCK RADIO	$39.95	$29.95
MIXER	27.95	19.57
TOASTER ...	18.95	13.27
COFFEE MAKER ..	14.95	10.47

The above are retail prices immediately after General Electric went off of Fair Trade.

Sunbeam Company

Mr. Van Mell, General Counsel and Vice-President of Sunbeam Company, made the following statement before the House Interstate Sub-Committee which recently held hearings in Washington, D. C. on H. R. 10527 (Federal Fair Trade Act).

"In Missouri (non-Fair Trade) Sunbeam steam irons were driven down from the suggested list price (Fair Trade price in Fair Trade states) of $16.95 to $9.55, leaving a mark-up of 53 cents, which was incapable of financing normal distributing and retailing functions. Contrary to the economic theory that the lower the price the more goods will be sold, consumers stopped buying at the $9.55 price asking, 'When are you going to have a sale on this iron?' Sales of Sunbeam products in Missouri dropped off over 30 percent during 1957, despite the fact that in the calendar year 1957, for the nation as a whole, Sunbeam business was ahead of calendar year 1956."

To us, this can only mean that the small retailers refused to handle Sunbeam products, rather than meet competition by selling at a loss, and the discounters used Sunbeam products as a loss leader, with the result that the public was buying off-brand products of an inferior quality. Even assuming that the discount houses sold Sunbeam products when called for, they still could not make up for the loss of volume to Sunbeam, because of lack of cooperation by small independent retailers.

Why We Should Amend The McGuire Act

While we feel it is the duty and obligation of the members of the entire drug industry to support our national leaders on federal legislation, such as H.R. 10527 and S. 3850, or any compromise legislation which they might recommend, we are also of the opinion that our Committee has the right to present to the members at this Convention the type of federal Fair Trade legislation we believe should be given serious consideration by our national leaders for the benefit of those states that are still operating under Fair Trade.

Our position is that in order to protect the twenty-nine states that still have Fair Trade we should strengthen what we already have by first attempting to amend the McGuire Act by closing the serious loophole which now gives the price cutter the legal right to mail Fair Trade products below the minimum resale price from a non-Fair Trade state into a Fair Trade state. We should then make every effort to retrieve what we have lost in those states that have outlawed Fair Trade, by attempting to enact a new state Fair Trade act using practically the same language as the proposed Federal Fair Trade Act, H.R. 10527. In most of these states, it was only a question of the non-signer clause that was invalidated, otherwise the Fair Trade laws in those states (with few exceptions) were constitutional.

The concept that these states might well amend their Fair Trade laws on the grounds of protection and survival of small business so as to permit a manufacturer to designate the price below which his product may not be sold, when it is in free and open competition with other products of the same general class, would seem sound from both the standpoint of actual competition and the public welfare.

With so many high state courts already having thrown out fair trade and with the loophole in the McGuire Act, it is very plain for all to see that for all practical purposes, manufacturers find it difficult to successfully operate under Fair Trade. It cannot be denied that under such circumstances the odds of reaching first base with two strikes against a batter is overwhelming, and that was exactly the position of General Electric, Sunbeam and others every time they went to bat. Their chances of getting a hit (favorable court decision) on the third strike was not worth the gamble and too expensive for the results that might be achieved. We are all aware that the present United States Supreme Court is not favorable to our cause, and while they have never given any decision as to the constitutionality of Fair Trade, the attitude of the majority of the high courts is clearly indicated in the McKesson & Robbins decision and the General Electric-Masters case. So the only sensible thing for General Electric and other companies to do was to give up Fair Trade.

Let us take the case of General Electric. While the company officials gave us as one of the reasons for quitting Fair Trade was adverse high state court decisions, we are firmly convinced that General Electric would still be on Fair Trade today if it were not for the recent decision of the Federal Court of Appeals in the General Electric vs. Masters case which meant that manufacturers were completely helpless in enforcing their Fair Trade contracts. As a result of this decision, discount houses and mail order houses in non-Fair Trade states of which there are now seventeen (not including Vermont, Missouri, Texas and the District of Columbia) can now legally ship Fair Traded products into Fair Traded states below the minimum resale price.

Our reason for this statement is that General Electric spent $500,000 annually in 1956 and 1957, despite the fact that prior to that time twelve high state courts had already invalidated Fair Trade. In other words, while General Electric could not Fair Trade its products in non-Fair Trade states, which had a population of 62,000,000 or approximately one third of the entire population, it could very well profitably continue with Fair Trade in the twenty nine remaining states with two thirds of the entire population or approximately 109,000,000 people, if the McGuire Act was amended.

We must admit, that according to the trend in the past few years where seventeen high state courts have invalidated Fair Trade, it is reasonable to assume that in the other thirteen states where there has not been as yet any high state court decisions, it is possible that a majority or even all thirteen states might be added to the other seventeen that have invalidated Fair Trade, although it is likely that some of these thirteen would uphold Fair Trade. But in the sixteen states where the high courts have upheld the constitutionality of Fair Trade, we still have a population of 86,000,000 or approximately one-half of the total population in the United States, where manufacturers could operate under Fair Trade with reasonable safety, if the McGuire Act was amended as previously stated. Then they could afford to go along while an attempt was being made to enact federal legislation to protect all the states. ,

It is significant to note that it was not long after the Federal Court of Appeals (and the United States Supreme Court's refusal to review the decision) ruled in favor of Masters discount house that it was not a violation of the McGuire Act to mail Fair Traded products below the minimum resale price from the District of Columbia (non-Fair Trade) into any Fair Trade states, that General Electric decided Fair Trade was unenforceable and that it was impossible to protect its distributors in Fair Trade states. The answer was very plain, that with one strike against the company (unable to operate in non-Fair Trade states) it was still able to operate profitably in the remaining Fair Trade states having a population of over 109,000,000 people, but with two strikes against it (1—unable to operate in non-Fair Trade states, 2—being unable to enforce its contracts in those still having Fair Trade because of the McGuire Act loophole) the $500,000 it was spending annually was going down the drain, and they were being harrassed by their distributors in Fair Trade states who were insisting upon enforcement of their Fair Trade contract. They were powerless to correct the situation, so it meant they had to strike out every time they came to the bat. When this happens it is time to admit defeat, and we, the proponents of Fair Trade, we must assume the blame for not attempting corrective legislation in 1956.

We feel very strongly that before any attempt is made to enact a Federal Fair Trade Act, those retailers in Fair Trade states should be protected by exerting every effort to amend the McGuire Act in plain, definite and unmistakable language so as to prevent shipment of Fair Traded products from non-Fair Trade states into Fair Trade states below the minimum resale price.

If we had succeeded in amending the McGuire Act, it would be a tremendous psychological and moral victory, as it would prove to the public that its representatives in Congress approve of Fair Trade despite recent adverse high state court decisions invalidating Fair Trade acts. We definitely are of the opinion that our chances of amending the McGuire Act, which is an enabling act, would be much less difficult than enacting a Federal Fair Trade Act, as we must not forget that Congress passed the original McGuire Act by an overwhelming majority (196-10 in the House and 64-16 in the Senate). Why did Congress pass the McGuire Act by such a large majority? Because they no doubt reasoned that the members in the legislatures of their respective states, who speak for their constituents, decided that Fair Trade was in the best interest of the public and small business and therefore they should not stand in the way of implementing such legislation by removing inter-state restrictions.

Suppose we analyze the situation still further. Virginia recently passed a new Fair Trade law, using somewhat similar language as H.R. 10527 (the proposed Federal Fair Trade Act), which was designed to get around some anti-trust legislation that was responsible for killing its original Fair Trade law. The new law has no controversial non-signer provision, the latter provision being responsible for the majority of adverse high state court decisions. Like H.R. 10527, it includes in its definition of a contract a manufacturer's **notice** to distributors of a resale price; when the distributor accepts such goods, he accepts the terms of the Fair Trade contract, according to law.

If Virginia tested its recently amended Fair Trade act above, while we were attempting simultaneously to amend the McGuire Act, and we were successful in both of these undertakings, then we would have a more solid foundation on which to build in enacting a Federal Fair Trade Act. On the other hand, if the high state court of Virginia invalidated the new Fair Trade Act, patterned somewhat after H.R. 10527, we would then be in a position to present to Congress a much stronger Federal Fair Trade Act by eliminating the objections voiced by the court.

Very often the longest way around is the best path to pursue. We should not at this time gamble on a long shot (a Federal Fair Trade Act), but should play to win where our chances are better with a favorite or at least where the odds are shorter (by amending the McGuire Act), and thereby not only protect those retailers in Fair Trade states, but also make it more encouraging for many manufacturers to remain on Fair Trade. Fair Trade is worthless unless manufacturers are willing to place their products under it, and unless we amend the McGuire Act, so as to give manufacturers the necessary tools with which they have at least an even chance to legally enforce their Fair Trade contracts in Fair Trade states, then Fair Trade is slowly but surely going to pass into oblivion as the patience of many Fair Trade manufacturers shall have been exhausted waiting for the enactment of a Federal Fair Trade Act, with no protection in the interim.

Then again, if the new Virginia Act was upheld by the high state court, and other non-Fair Trade states could pass similar amended Fair Trade acts, there would be no necessity for a Federal Fair Trade Act.

HR 10527

1. The purpose of the new Federal Fair Trade Act is to legalize resale price maintenance at a federal level on identified trade marked merchandise that is in free and open competition with articles of the same general class produced by others. To equalize rights in the distribution of a manufacturer's product, also to give a manufacturer an opportunity to compete on more nearly equal terms with the large manufacturer or distributor who can afford to control the distribution of his merchandise through consignment selling, dealer franchise agreements or so called "forward integration systems" under which a company distributes entirely through its own organization.

2. H.R. 10527, introduced by Congressman Owen Harris (D—Arkansas), Chairman of the House Interstate and Foreign Commerce Committee to which it was referred, is a very favorable start, as he did not say it was by request. This means that he is favorable to this legislation, and as we all are aware, the Chairman always has powerful influence with the members of his committee. It was written as an amendment to the Federal Trade Commission law. This bill will eliminate Fair Trade contracts and the non-signer controversial provision which caused seventeen high state courts to invalidate Fair Trade. It is very unusual for a committee chairman to sponsor a controversial measure that will be referred to his committee.

3. It is our opinion that if we ever succeed in passing this bill it will depend entirely upon the philosophy of "protecting small businesses". It is a question whether it will have the support of all those Congressmen and Senators who supported the McGuire Act overwhelmingly. This being a Federal Fair Trade Act overrides states rights, and it is a question whether these members who are strong advocates of states rights, especially the Southern members of Congress, will support such a measure. These men supported the McGuire Act because it was strictly an enabling act which only permitted those states which had Fair Trade to make their own decision as to whether to use Fair Trade. Now we have seventeen states that have invalidated Fair Trade besides Vermont, Missouri and Texas, as well as D.C., who never had Fair Trade, and the members of Congress from those states may very well hesitate to override the high state courts that have invalidated Fair Trade, because as mentioned previously, they will agree that the Federal Bill overrides states rights.

4. The Federal Bill provides that a reseller must adhere to stipulated or minimum prices set by the manufacturer if he has been notified of the price by a number of methods—mail, advertising, a price mark on the package, etc. This law would not in any way interfere with those states that have Fair Trade Acts. It is said that this law, if enacted, would take it out of the hands of state courts. If a manufacturer or retailer should sue another retailer for damages, the alleged damages would have to exceed $3000. The law would apply only to those manufacturers whose products cross state lines at any stage of distribution in substantial portions. This is strictly permissive legislation, or in other words, is not mandatory on the part of any manufacturer. It outlaws, just as the present state Fair Trade Act does, horizontal price agreements, such as between proprietors, or between manufacturers, or between producers, or between wholesalers, or between retailers.

5. The success of this legislation would be enhanced if the predicted business recession should increase to a significant degree, and the irony is that the drug industry, which is really sponsoring this legislation, has shown tremendous increases year after year. It really should have been sponsored by some industry in which a large majority of small retailers are gradually being squeezed out of the picture.

While it is our duty to support this legislation wholeheartedly let us point out a few of the obstacles that lie in its path:

(a) This will undoubtedly be opposed by the Administration in Washington and the Department of Justice. Also the Federal Trade Commission and the Department of Agriculture.

(b) As it is an amendment to the Federal Trade Commission Act, the Commission would be charged with its enforcement. This, in our opinion, will be a stumbling block in its passage, because our opponents will fight strenuously against this, and our government will support them in this viewpoint. In addition, the Senate Small Business Committee staff report claims it would be impossible for the Federal Trade Commission to enforce Fair Trade because it would not have personnel to police the whole country.

(c) As stated heretofore, those who supported the McGuire Act might hesitate to support a Federal Fair Trade Act.

(d) If this bill had been introduced when only 3 or 4 high state courts invalidated Fair Trade, then its chance of success would have been much brighter.

(e) If the economic situation becomes worse, then it is my honest belief there will be a tremendous reaction against this legislation by the consumers who are now price conscious, who seem to be buying mostly standard merchandise at the very lowest prices, such as when we have bargain days or special sales.

(f) While the present U.S. Supreme Court has not at any time declared Fair Trade Acts unconstitutional, it is very evident from their decisions that a majority is opposed to the philosophy of Fair Trade, and a test case, if this Act should be enacted, could very well give them the long awaited opportunity to outlaw Fair Trade completely.

(g) It is our opinion that the success of this bill will depend entirely upon the economic picture during the next 12 months, where it can be shown that small businesses are in distress and can only be saved by some protective measure of this nature.

Congressman Mack, Chairman of the House Interstate Sub-Committee, which recently held hearings on H.R. 10527, said that two questions raised during the Sub-Committee hearings seemed to concern him very much.

1—Is the Harris Bill (H.R. 10527) constitutional?

2—Whether it would do what its sponsors want done—really establish an effective federal Fair Trade system covering the entire country.

Congressman Celler, an avowed opponent of Fair Trade and Chairman of the powerful Judiciary Committee in the House, said you cannot have a federal Fair Trade bill that would be enforceable.

While Harvard Law Professor James A. MacLachlin, who wrote the Bill for N.A.R.D. (H.R. 10527) defended the constitutionality of the Bill, both Chairman Gwynne of the Federal Trade Commission and the Department of Justice claim it is unconstitutional.

The Senate Small Business Committee staff report criticized the present Bill as being too broad in scope. If enacted, it would repeal the Sherman Anti-Trust Act prohibitions against price fixing, it was claimed.

The above Committee also stated that it would reverse the Supreme Court's McKesson & Robbins decision outlawing Fair

Trade by a manufacturer who is also a wholesaler who competes with other wholesalers.

It is our honest belief that many Senators and Congressmen in non-Fair Trade states will hesitate to vote for the Harris Bill or similar national Fair Trade legislation because of fear that it would jeopardize what is so dear to them—state rights, or in other words, nullify the decision of their high state courts which have already invalidated state Fair Trade Acts.

It is also our belief, assuming of course, that a national Fair Trade Act is enacted, that the legal representatives of those states where the high courts have already declared Fair Trade unconstitutional, would appeal to the United States Supreme Court to declare such legislation, as for example, H.R. 10527, unconstitutional for the reason stated by Deputy Attorney General Walsh that it is an unwarranted encroachment on the sovereignty of such states.

Perhaps we are too much concerned in believing that the United States Supreme Court might uphold the reasoning of the representatives of the individual states above, but it has been our observation that the United States Supreme Court seldom, if ever, interferes with a decision of a high state court when the latter renders a decision dealing with the constitutionality of a state law.

On the contrary, we believe that if any individual high state court, such as in Virginia, which recently enacted a Fair Trade act similar in principle to the Harris Bill (H.R. 10527), should uphold the validity of the recently enacted Fair Trade act, and if it was then appealed to the United States Supreme Court, the latter would refuse to review it on the grounds that it would be interfering with state rights, and it would then become law as the refusal would mean that the high state court decision stands.

Chairman Gwynne of the Federal Trade Commission has reviewed the Harris Bill (H.R. 10527) and stands by his assertion that it is no more than an enabling act. He believes the bill, if enacted, would be effective only in those states having Fair Trade laws.

He also is of the opinion that the non-signer clause of the Harris Bill might be held unconstitutional, because a number of state courts have held it to be so on the grounds of violating the due process clauses of their state constitutions. He reasoned that since most state constitutions follow the language of the federal constitution, there would appear to be some doubt that the proposed non-signer features of H.R. 10527 would be held constitutional.

During the recent hearings in Washington before the Mack Committee, several sub-committee members were very much impressed by the statement of Deputy Attorney General Walsh that a federal statute, authorizing suits in states which have not enacted Fair Trade laws or whose courts have declared them unconstitutional, would appear to be an unwarranted encroachment on the sovereignty of such states. The Deputy Attorney General said the authority of Congress to confer such rights of suits is open to serious question.

It is apparent that if H.R. 10527 is to be reported out favorably by the Mack Committee, then there must be a change in the wording of H.R. 10527 to meet the legal and constitutional objections voiced by the opponents of this bill as well as the opposition of the Department of Justice and the Federal Trade Commission.

MARYLAND

While Fair Trade minimum resale prices are being maintained unusually well in Baltimore and the metropolitan area and other sections of the state, we regret to say this is unfortunately not true in several counties—such as Montgomery and Prince Georges.

Although there has been about seven or eight manufacturers who have obtained injunctions against the violators in this territory, the results have been anything but satisfactory, as a chaotic condition still prevails. We hope that court action will be taken in the very near future, which if successful, will improve conditions in these places.

Parke-Davis & Company vs. Dart Drug

In its suit against Parke-Davis & Co., the government charged the company with violating a provision of the anti-trust statutes in refusing to sell to anyone except to drug stores in which registered pharmacists are on duty; also, because of its policy of resale price maintenance, cutting off retailers selling below the minimum price and by requiring wholesalers not to sell to any retailer, violating the minimum price.

Judge Edward A. Tamm of the U. S. District Court in Washington, D. C. said he believed the evidence to sustain a conviction against Parke-Davis & Company was insufficient and explained his decision as follows:

> "There are two cases in the Supreme Court that have caused me considerable concern because I had some difficulty, at least in the first reading, in reconciling the ruling in the case of U.S. vs. Bausch & Lomb with the case of U.S. vs. Colgate and Company. I do think, however, that the Bausch & Lomb case is readily distinguishable from the present case.
>
> "In the Bausch & Lomb case there was a complicated series of licensing agreements, a system of franchises, to retail dealers. In addition, the manufacturer, Bausch & Lomb, was the majority stockholder in the intermediate wholesale corporations with whom the defendant, Soft-Lite, was alleged to be conspiring.
>
> "It does seem to me in the present case that there is a complete lack of evidence indicating any conspiracy. I can not

conclude upon the basis of the evidence that there is factually any agreement beween the manufacturer and the wholesalers. The Colgate case is pretty well summarized in the last paragraph appearing on page 304 wherein the Supreme Court is quoting from the trial court's opinion said, and I quote:

> "'In the view taken by the court, the indictment here fairly presents the question of whether a manufacturer of products shipped in inter-state trade, is subject to criminal prosecution under the Sherman Act, for entering into a combination in restraint of such trade and commerce, because he agrees with his wholesale and retail customers, upon prices claimed by them to be fair and reasonable, at which the same may be sold, and declines to sell his products to those who will not thus stipulate as to prices. This, at the threshold, presents for the determination of the court how far one may control and dispose of his own property; that is to say, whether there is any limitation thereon, if he proceeds in respect thereto in a lawful and bona fide manner. That he may not do so fraudulently, collusively, and in unlawful combination with others, may be conceded. But it by no means follows that, being a manufacturer of a given article, he may not, without incurring any criminal liability, refuse absolutely to sell the same at any price, or to sell at a named sum to a customer, with the understanding that such customer will resell only at an agreed price between them, and, should the customer not observe the understanding as to retail prices, exercise his undoubted right to decline to further deal with such person'.

"The Colgate opinion emphasizes the fact that under the Colgate system of distribution the retailer could do anything that he wanted with the product when he received it. He could sell it at a high price or a low price, he could keep it or he could throw it away, and he suffered no penalty. But, if he sold it at a lower price than the recommended retail price, the manufacturer would not in the future do business with him.

"It seems to me in the present case factually that the same situation exists. The defendants do not prohibit the retailer or the wholesaler from disposing of products purchased from the manufacturer, but they say to him, 'If you sell them below our recommended list price or retail price, we will not in the future deal with you'.

"I am of the further opinion that rather than there being any agreement to control prices between these defendants and the wholesalers, that legally the attitude of the defendants—the defendant, Parke, Davis Co.—towards the wholesaler was and is the same as that attitude towards retailers.

"In other words, when representatives of Parke-Davis Co. went to the Gilpin people or to the District Wholesale Drug Co., they said in effect, 'You can dispose of these goods as you see fit, but if you sell them to retailers that are not maintaining our prices, we will not sell to you in the future.' I think that doesn't constitute an agreement when the wholesaler, looking to his own future business and his future financial interest, decides that he is going to maintain this price.

"I believe, upon the basis of the evidence before the Court, that it is insufficient to sustain a conviction of the offenses charged in the first and third counts of the indictment."

Parke-Davis has also asked for a fair trade injunction against Dart Drug in Silver Spring, Maryland.

The Company is to be congratulated for its effort to bring about an orderly distribution and stability in the drug industry.

Suppose we evaluate very carefully the principle involved in this decision pointing out what at first seems to be a great victory, not only for Parke Davis, but also for the many small retailers especially if the United States Supreme Court should render a favorable decision for Parke Davis in the civil suit instituted by the government against Parke Davis.

1—Under the decision by Judge Tamm, (only criminal suit), Parke Davis not only can refuse to sell their products to a price cutter, but can also refuse to sell any wholesaler if that wholesaler upon notice from Parke Davis refuses to sell the price cutter.

2—Another significant thing under the decision by Judge Tamm, is that the court upheld Parke Davis in its refusal to sell only to retailers licensed to fill or dispense prescriptions.

3—If the United States Supreme Court should share the opinion of Judge Tamm, what is there to prevent any manufacturer (even without fair trade) from establishing minimum resale prices on his products, and they must be observed by the retailer. If not, then the price cutter can be cut off not only by the manufacturer but also by any distributor that handles the product, if the manufacturer so demands.

4—Parke Davis has won its case on the criminal charge of price fixing instituted by the government, and the government can not appeal the decision.

But after the trial in the civil suit of the government against Parke Davis, our optimism following the victory in the criminal suit has been greatly diminished when we evaluate what has been gained by the outcome of the decision in the civil suit won by Parke Davis, and if the United States Supreme Court should uphold the two lower court decisions, will it in any way help the cause of Fair Trade. We do not believe so, because while the results of this trial demonstrated that although Parke Davis won the right to choose its customers, it also proved that the decision could not be used effectively as a practical weapon to maintain prices as pro-Fair Traders had hoped.

While it was the contention of Mr. Kenney, counsel for the government that a decision favorable to Parke Davis would in effect mean the imposition of Fair Trade in non-Fair Trade areas, and that a manufacturer can operate in a non-Fair Trade state the same as in a Fair Trade state, the difficulties encountered by Parke Davis legally and otherwise, proved this would be impracticable and unwise, as explained by Gerhard Gessell, Parke Davis defense attorney who in his opening statement in the trial of the government's anti-trust suit in District of Columbia Federal Court on June 11th, admitted there can be no effective program for maintaining prices in absence of Fair Trade and therefore, asked for dismissal of the civil complaint by the government.

In explaining the case to the Court, Gessell said, "We have found in this non-Fair Trade area, it has been impossible for the exercise of our selection of customers to accomplish that price stability we wanted to have. And this market (D.C.) is chaotic. We have given up," he said, "because we cannot accomplish what we want."

Counsel for Parke Davis further stated that the company had sometime ago refused to sell five price cutters, but after the above experience went back to supplying them, and will now sell direct to all but Dart Drug Company. Of Haft, President of Dart Drug Company, he said, "We do not care to deal with this dishonorable and conniving man." However, Dart can still buy Parke Davis' products from wholesalers in D. C.

There is no doubt that the government will appeal to the United States Supreme Court to review these two decisions in the criminal and civil suits attempting to prove that Parke Davis conspired with wholesalers and retailers to fix prices as is evidenced by the statement of Mr. Kenney who said, "We have developed a situation where Parke Davis acts as a manufacturer and a distributor, or a wholesaler. It sells to the same accounts, the same retail accounts, that its wholesaler does. And it says to its wholesalers, 'You have got to observe our prices and you cannot sell below us.' That is price fixing your honor. It is tampering with the price structure."

Now when they go further, as they did in the case of the Washington Wholesale Drug Exchange, and say, "You can not even give a discount, because it would be a competitive advantage over us," that is more price fixing. And price fixing is, per se, illegal. Boycotting is, per se, illegal.

We have two elements of this case which in and of themselves constitutes illegality. We have a boycott of retailers by the wholesalers and Parke Davis and we have price fixing by Parke Davis and the wholesalers.

The decision of Judge Jackson was as follows:

"I have read the daily transcript as it has come in. I have also listened to the witnesses on the stand, and read the transcript to ratify or confirm my impression of their testimony. I have listened to your arguments, and I have carefully read your briefs, and I am prepared to make a decision now, which is as follows:

"That after due consideration of the record herein, together with the briefs and arguments of counsel, the Court is of the opinion that plaintiff has failed to prove the existence of the conspiracy as alleged in the complaint.

"Furthermore, it appears that the acts of the defendant upon which the suit is based had in some measure ceased prior to the filing of the complaints and since then have stopped entirely. Upon the record, it is the opinion of the Court that there is no reasonable probability of repetition. Therefore, the injunctive relief sought in the Complaint would be merely academic or moot. Counsel, I am sure, are aware of the array of judicial pronouncements in that respect. In addition, defendant's present refusal to sell directly to Dart Drug Stores (although Dart can and does purchase defendant's products from wholesalers) does not constitute a violation of the Sherman Anti-Trust Act, such a course of action being within defendant's rights under the Colgate doctrine.

"In accordance with the foregoing, judgment will be rendered for the defendant pursuant to its prayer and against the plaintiff. Counsel for the defendant will prepare and present to the Court proper Findings of Fact, Conclusions of Law and Suitable Order.

"Should counsel for plaintiff desire to present to the Court objections to the Findings, Conclusions and Order within five days after receipt of the same, he is free to do so."

Note: Although the refusal to sell policy was upheld in these cases, both defense and government counsel agreed that the refusal to sell policy is still a narrow door.

It is also very evident that the government will appeal the case hoping to have the United States Supreme Court outlaw the Colgate doctrine.

Eli Lilly & Company

Dart Drug Corporation, Silver Spring, Maryland, charged with violating the Maryland Fair Trade Act in connection with Lilly's products, was permanently restrained from selling Eli Lilly's products below the minimum Fair Trade price. The decree for permanent injunction was granted July 3, 1957 by the Circuit Court of Montgomery County of the State of Maryland.

In August, 1957, Dart was found guilty of contempt of court for violating the July 3rd injunction.

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The Maryland Court of Appeals has upheld the Circuit Court of Montgomery County which last July 3rd granted an injunction permanently restraining the Dart Drug Corporation of Maryland from selling Eli Lilly & Company products below Fair Trade minimum prices.

In appealing the case, Dart did not deny that it had consistently sold Lilly products at far less than the minimum prices since it began business in 1956, but based its defense on an alleged right to do so because other retailers in Maryland were cutting prices through the use of trading stamps. The Court of Appeals ruled that Lilly had been diligent in enforcing its Fair Trade prices in Maryland and that the defense was without merit. (News release of Eli Lilly).

If the McGuire Act had been amended as we have so strongly advocated, then Dart would not be permitted to advertise that Lilly's products can be mailed from its D. C. Store (non-Fair Trade) into Maryland (Fair Trade) below the minimum resale price, as for example $5.65 Multicebrin—100's for $2.99—3 for $8.85.

Upjohn Company vs. Dart Drug & Peoples Service Drug Stores

Kalamazoo, Michigan, October 23, 1957. The Upjohn Company has sued the Dart Drug Corporation of Maryland and Peoples Service Drug Stores for violation of the Maryland Fair Trade Law. Dart of Maryland indicated to the Court that it would have continued to cut prices unless enjoined. Although Peoples was selling Upjohn products at Fair Trade prices, they recently commenced to issue trading stamps in connection with retail sales at Fair Trade prices.

Before suit was commenced against Dart, Upjohn had attempted to get Dart to voluntarily observe its Fair Trade prices in Maryland. In fact, in June of 1957 Upjohn believed that it had been successful in doing so. However, in September it became apparent that its efforts had been unsuccessful and suit was brought on September 30. The Court granted an injunction prohibiting Dart from advertising or selling Upjohn products in violation of Upjohn's Fair Trade contracts in Maryland.

On October 17 Dart ran an ad in The Washington Evening Star which advertised many products of several manufacturers at discount prices. In capital letters near the top of the ad appeared the words "PRICES EFFECTIVE IN ALL 3 STORES." (There are two Dart Drug Stores in Washington, D. C. and one in Silver Spring, Maryland.) However, at the bottom of the ad, in small print, the following statement appeared:

> "D. C. Stores & Mail Orders Only: None sold to dealers, quantity right reserved. Add Federal tax."

There was a black dot which preceded the latter statement and there was also a white dot of different size, preceding the names of certain manufacturers above a listing of certain of their products, including Upjohn. Thereafter Upjohn investigated the method of sales. On October 18 contempt proceedings were commenced.

An entirely different problem is involved in Upjohn's suit against Peoples Drug Stores. Although Peoples was selling Upjohn products at Fair Trade prices, they recently commenced to issue trading stamps in connection with retail stores. After considerable negotiation between Upjohn and Peoples it developed that a solution could not be reached short of litigation. Upjohn therefore commenced suit against Peoples on October 16.

Both suits have been brought in the Federal District Court in Baltimore, Maryland. These actions demonstrate that Upjohn is one of the strong supporters of Fair Trade.

Arizona

Judge Jennings in the lower court in a suit brought by General Electric vs. Telco Supply, Inc. held the Fair Trade law to be unconstitutional. However, in reversing these findings, the State Supreme Court said the Fair Trade act is binding both on non-signers and signers of retail price agreements. The high court stated that establishment of minimum pricing laws is a proper exercise of the police power of the state.

The high court in directing Judge Jennings to render a revised judgment, consistent with their decision declared, "The act here involved cannot possibly be construed as creating a monopoly. It does not stifle or prohibit competition, but expressly provides that the act cannot become operative unless the commodity involved is in free and open competition with commodities of the same general class produced by others." It is in no sense a price fixing law as was claimed by Telco.

In another ruling the court pointed out that the entire Fair Trade Act was applicable even to non-signers of price agreements, when these non-signers have knowledge that such agreements do exist within the state.

Kansas

Kansas Supreme Court added to the fast growing list of those states that have declared the Fair Trade Act unconstitutional.

Justice Harold Fatzer, who wrote the majority opinion (6-1) said the entire law was unconstitutional as it affected any retailer, who did not agree to maintain the minimum resale price. Like other adverse decisions, the court held it was a price fixing statute that was an unconstitutional delegation of legislative power.

The Topeka Oil Company, who challenged the law on an anti-freeze product manufactured by DuPont Company, contended that a manufacturer does not retain an interest in the goods it sells that enables him to control the price in perpetuity.

The court maintained that the power to fix rates or prices for sales of services or commodities was a legislative power that could not be delegated. It ruled that the legislature is powerless to clothe a private person with the power to establish minimum resale prices binding upon all who acquire and sell his commodity.

Kentucky

The high court of Kentucky invalidated its Fair Trade Act. The Kentucky Court of Appeals ruled in General Electric vs. American Buyers Corporation that the non-signer provision is a legislative invasion of the broad constitutional liberty of the people, to acquire and protect their property and engage in free trade.

The following reasons were given by the court for holding the non-signer statute invalid:

1—It is an illegal restriction upon the right of contract and disposition of one's own property. It destroys the prop-

> erty right of retailers to fix prices at which they will sell their goods.
>
> 2—It "stigmatizes as unfair an act that is untainted by deceit, oppression or unfair dealing and involves no assault upon the good will of the manufacturer."
>
> 3—It ignores the motivating purpose of the retailer who shaves his margin of profit.
>
> 4—It grants special privileges and is an attempt to delegate power to fix prices, a power which the Legislature itself does not have.
>
> 5—It tends to establish a monopoly and is a restraint on Fair Trade rather than a protection of it.

The court raised no question over the right of the manufacturer to enter into Fair Trade contracts, leaving franchised dealers responsible for selling at company fixed minimums.

Massachusetts

The constitutionality of the state's Fair Trade law was reaffirmed by the Massachusetts Supreme Judicial Court. It held that trading stamps given on Fair Trade items are a violation. It is very important to note that the ruling also, in a case involving Colgate Palmolive Company, definitely decided that stamps are not a cash discount, but held that the giving of stamps constitutes a price cut.

Ohio

Ohio, with a population of over eight million was eliminated from the Fair Trade picture by a 6-1 decision of the Supreme Court of Ohio in the case involving Union Carbide & Carbon Company vs. Bargain Fair holding the non-signer clause of the State Fair Trade Act unconstitutional. The majority held that the controversial non-signer clause is in violation of the Constitution of the State of Ohio and is therefore unenforceable. The Court also declared that the non-signer provision represents an unauthorized exercise of the police power in a matter unrelated to the public safety, morals or general welfare, delegates legislative power to private persons, unconstitutionally denies the owner of property the right to sell it on terms of his own choosing and is invalid and unenforceable.

South Carolina

In a case brought by General Electric (prior to the company going off Fair Trade) against Rogers-Kent, Columbia retailer, the South Carolina Fair Trade law has been declared unconstitutional by the State Supreme Court.

In a unanimous opinion the court ruled that most of the state decisions holding the Fair Trade laws unconstitutional are based primarily on the grounds that as applied to non-signers, such legislation constitutes a deprivation of property without due process of law.

General Electric had appealed from an adverse decision by Richland County Court Judge Legare Bates who declared that the Act "was void in its inception because it was inconsistent with the Sherman Act."

Virginia

When Virginia passed an amended Fair Trade act it proved conclusively what we have always contended, that despite the many adverse high court decisions, the public through their legislative representatives feels that the small businessman is entitled to some protective legislation if the small fellow is to survive.

The measure passed the House by a vote of 74 to 14 and the Senate by 31 to 2. Much of the language in the new Fair Trade Act is identical to that of the proposed Federal Fair Trade Act H.R. 10527. Legally, the Virginia situation was somewhat different than the other 14 states which invalidated Fair Trade on constitutional grounds, and in a majority of cases the courts held the non-signer provision of the law violated "due process" provisions of the state constitution, and particularly constituted unlawful delegation of price fixing power to private parties. In Virginia the original Fair Trade Act was declared invalid on the grounds that it was in conflict with a state anti-trust law that was passed after the Fair Trade Act.

House Bill No. 323 is a bill to permit any producer or distributor to prescribe minimum resale prices of a commodity which bears, or the label or container of which bears, the trade mark, brand or name of the producer or distributor of such commodity and which is in free and open competition with commodities of the same general class produced or distributed by others with certain exceptions; to define terms; to provide for the giving of *notice* of such minimum resale prices, to declare that wilful and knowing violations by a party who has received notice of such minimum resale prices is unfair competition, and a wrongful interference with property rights; to provide for the relief thereof and thereby to foster the preservation of small business, to protect the goodwill of trade marks and trade names, to further competition, to prevent monopoly and to promote the public welfare.

Section 9—This Act is enacted in the exercise of the police powers of the Commonwealth, and its purposes are generally to protect and preserve small business, to safeguard the goodwill of trade marks and trade names, to further wholesome competition, to prevent monopoly, and to promote the public welfare by securing wider distribution of commodities and an increase in the production thereof, and thereby reducing production and distribution costs, protecting and increasing gainful employment in manufacturing, wholesaling and retailing, all for the benefit of the consumer and the well being of the citizens of the Commonwealth.

West Virginia

In a 4 to 1 decision the State Supreme Court ruled the West Virginia Fair Trade law unconstitutional in General Electric vs. Dandy Appliance Company.

The court, as in many other adverse high state court decisions, objected to the non-signer clause, calling it "unconstitutional and void as an arbitrary and unreasonable exercise of the police power, having no substantial relation to the public health, safety or general welfare".

It was also ruled unconstitutional by the majority on the grounds that it represented an invasion of property rights without due process of law and that the non-signer clause seemed to go beyond the purposes of the Act as expressed in its title.

We have endeavored to clearly evaluate the Fair Trade picture during the past year since our last Convention. While we have not been as succssful as we would like to have been, especially as it applies to a few counties, we are hoping to achieve better results in the near future.

The Committee wishes to express its thanks and appreciation to Secretary Joseph Cohen for his very valuable assistance and to our legal counsel Bernard S. Melnicove for his advice and cooperation. Also to those who have given their wholehearted support during the year.

In addition, Mr. Solomon spoke on the Baltimore Fair Trade situation with regard to a small chain of department stores. He also discussed the Fair Trade Preservation Fund and the Parke-Davis case.

Mr. Solomon's report was received with a standing round of applause indicating the appreciation of the membership with his ceaseless efforts for the cause of Fair Trade.

The Convention Committee was called on to draw attendance prizes.

President Schmidt then called on Harold M. Goldfeder, Third Vice-President, to serve as moderator of the panel discussion entitled "Operation Front and Center".

Vice-President Goldfeder opened the discusison with the following introduction:

OPERATION FRONT AND CENTER

The practice of Pharmacy is placed in the juxtaposition of being both a profession and a business. The pharmacist is an educated individual, he is trained as a member of the health team, he is concerned primarily with the health and welfare of the community, he is licensed to practice his profession and he comes under the close scrutiny of state and federal authorities to guarantee to the community that he practice his profession according to the standards prescribed for him.

Unlike other professions however, the pharmacist is called on to render more than a professional service. He is called on to buy and sell commodities, most of which deal with the health and welfare of the community. Among these are dentifrices, hair preparations, deodorants, baby needs of every description, first aid supplies, cosmetics and toiletry preparations. In recent years these items have increased to considerable proportion representing the greater part of drug store volume.

Until the advent of first, the chain drug store, then the department store, then the variety store, and finally, the shopping center with both chain drug stores and supermarket food stores well represented, the community drug store was practically the sole supplier of health and beauty aids.

Like a creeping paralysis, drug stores generally, even the chain drug stores, have been losing sales to the food supermarkets in traditional drug store health and beauty aids. What are the reasons behind these sales losses? Can this condition be corrected, and if so, how?

We have invited a panel of well informed men in their respective fields of both analysis and distribution, to give us the benefit of their experience and knowledge on the subject. I hope they have the answers we are seeking. As your moderator, I ask you to listen well. The panel discussion will be followed by a question and answer period from cards only. No questions from the floor please. If you wish, you may direct your question to a specific speaker.

The first panelist is: William L. Fort, Merchandising Manager of Life Magazine. While Bill directs the merchandising activities in a number of categories, he has been associated with the magazine's sales and merchandising in the drug and toiletries field in a very direct way and has long been active in industry affairs through attendance as well as participation in national and state drug trade conventions. He has coordinated many of Life Magazine's newscasts at various meetings. Bill has been in the business of advertising, selling, and merchandising for many years as a salesman, an advertising director, and is a very obvious tribute to the miracles of pharmacology, constantly arousing the inquiry "How can a man who looks like that be alive?". Bill has chosen the title "Better Merchandising Means Better Profits and Public Relations"—Bill Fort.

WILLIAM L. FORT,
MERCHANDISING MANAGER OF LIFE MAGAZINE

Mr. Chairman, Mr. President, Mr. Secretary, distinguished guests, members of the M.P.A., Ladies and Gentlemen, I can assure you if I don't start at the base that the last comment gives me an opportunity perhaps as a consumer who made one small observation, and that is having had several personal experiences in my own town in the last half dozen years, I am quite willing to pay any amount for those prescriptions which I must buy through you, and I am quite willing that the manufacturer may make a very good and sizeable profit so that he can engage in finding more things to keep people well, healthy, and longer lived.

In 1770, the English Parliament enacted a law which provided that "all women of whatever rank, age or profession, or degree, whether virgins, maids, or widows who after this act shall impose upon or betray into matrimony any of His Majesty's male subjects by virtue of scents, paint, cosmetics washes, artificial teeth, false hair, Spanish wool, iron stays, bolstered hips, or high heeled shoes, shall incur the penalty of the law now in force against witchcraft and the marriage shall be null and void".

Now that more than two-thirds of English females and a like number of Americans use lipstick, it is up to the individual male to protect himself against betrayal by cosmetics. It is a far cry from those days to 1958 where indications are that sales from drug outlets will be somewhere between six and one-half and six and three-quarter billion dollars.

And of course, you and I know this includes toiletries and cosmetics as well as drugs. According to the trade press, the sale of toiletries and cosmetics through drug outlets in 1957 increased somewhere in the neighborhood of 10%.

The good business plan in the drug field and steady growth of sales reflects the modernization programs which have been put into effect by independents and by chains; and certainly the high traffic shopping center has had an influence on this increase with the natural devlopment of self-service. In addition, manufacturers in the past several years have broadened their lines, introduced new products and better products with strong national support. We have greater diversification in drug outlets than ever before with many so-called big ticket items promoted. Then of course, last but not least, the development of new prescription items and the increase in this very profitable end of your business.

Before we get too happy about all of this, however, it would be wise for us to review a few things. *Food Topics* tells us that in the typical supermarket there are 325 health and beauty items, 200 houseware items, 100 greeting cards, 75 magazines, 75 toys, 75 phonograph records, about 75 hardware items, 50 pet supplies, and various notions and sundries which add up to about 70. In other words, the typical supermarket today carries somewhere in the neighborhood of 1,000 non-food items, with 325 of which we are directly concerned as health and beauty aid items, to say nothing of your interest in greeting cards, magazines, toys, phonograph records, etc. Most of these items other than health and beauty aids are self-displayed items and in modern packaging and rack display to not present the problems of yesteryear. It may interest you to know almost 99% of supermarkets not only carry health and beauty aids, but I think that you are probably more interested in the fact that they represent in terms of the supermarket fast turn-over, better margins, and of course, better profits per inch of floor space. So even though sales throughout drug outlets have been doing very well, we can not afford to become complacent or forget the front of the store, lest we lose now and fail to take advantage of the expanded economy and population.

Sometimes, I think the most interesting stores that I go into are not the newest and most modern, but those where the owner either through ownership of a building, long lease, or desirable location, has remodeled or modernized. Almost always when I discuss these improvements, the retailer reflects increased business.

The reason advertisers use *Life* is important to you because *Life* each week is read by more than 32,000,000 people ten years of age and over. The households in which these people live account for 38% of all sales of these items with which we have to do today. As most of our advertisers use our magazine on a thirteen time basis, that is either the thirteen consecutive issues or thirteen issues in the course of a year, you will be interested to know that this results in *Life* reaching 78% of the market for these goods and services. So we have a big stake in your business, and we are enormously interested in helping you develop it, expand it, and still be representative of Pharmacy, a very ancient and very honorable profession.

Three years ago, the National Wholesale Druggists Association asked us to prepare a film for them which would compress all facets of the drug industry into a sound-slide film directed for the consumer. While writing this film and working with the officers of that association, we perhaps came to a better understanding of the great part you play not only in our helpful and happy living, but in all times of trouble through illness as well. Most important, we have long had a complete and sound recognition of your importance in the economy of our country. We like to think of a druggist as a man who, because he is compelled to keep abreast of all discoveries and medical science having to do with pharmacy, has trained himself to keep abreast of good marketing and good merchandising. We believe that this pharmacist, the drug store owner, is one of the most important men in his community, whether it be a small town or a neighborhood in a large city. We believe that this druggist embraces civic responsibility church work, participation in school affairs, juvenile organizations—just because he is a leader in his community. We know that if he does these things, he is a better merchant, and that is the highest form of good merchandising in terms of good public relations. Each druggist is part of every family in his neighborhood. He may be a fellow church member, lodge member, and most certainly so far as health is concerned, his position is unique; and here again we hit upon merchandising through public relations. Eliminating the practitioners and leaders of religion, no other man—and this even includes doctors—and, if the lawyers present will excuse me, has more opportunity to set an example, to counsel people wisely, help them when they are troubled and participate in those pleasant events so personal to us; such as marriages, births, anniverseries, birthdays, Father's day, Mother's day, Christmas—you name it—as does the druggist. So, presuming our friend the druggist is this kind of a gent, which I think he is, we then think about his place of business; and we like to think as a good merchant and leader of his community, he would be oldfashioned enough to perhaps sweep down or wash down the sidewalk of his store. We would like to think that he would not have off-brand merchandise advertised or displayed in his window, that the interior of his store and windows would be well illuminated and always clean and immaculate as Pharmacy has traditionally been, that particularly in terms of his fountain every care and precaution be taken through sanitation to reflect the high calibre of his profession. In short, good merchandising is reflected in appearance, and a well-dressed store, like a well-dressed person, is admired and sought after.

In meeting competition from other than drug outlets, you may find it helpful to occasionally visit a supermarket and look on the items they have on their racks. You can be reasonably sure that these are the fastest moving lines and should be featured among your own up-front items. Some time ago, I was making some store checks in a suburban shopping center. In the shopping center directly next to each other were: first, a variety store, then a drug store, and next, a supermarket. Each was good sized, with ample opportunity for display. I think you will be interested in what I found. In the variety store, there were two counters devoted to toiletries, cosmetics, and such proprietaries as they sell. The end display of each of these counters was beautifully dressed with two of the fastest moving items—one counter with dentifrices, the other with the usual hair treatment line. A shopper would see these displays immediately upon entering the store. The variety store had no provisions for windows as it was a check-out store. This was also true of the supermarket. However, just beyond the check-out counters, with good visibility on two sides, was the health and beauty aids display, including the fastest turn-over items, with very fine shelf space.

The drug store had provision for three windows: two side windows and one large center window. It struck me that these windows afforded a fine opportunity to this druggist to display these traffic building items in order to catch the shopper.

On the contrary, his windows had been dressed with some sundries, some off-brands which I presume he thought gave him a better margin, and some toys. I can see toys as a traffic builder providing the lady of the house is shopping with her children, but actually there was nothing to compel the person to drop into the drug store on impulse that I could see. This was interesting enough and inside the store I found that the hair treatment items and dentifrices, instead of being displayed in bins at the entrance or on the side walls, were at the rear of the store and you literally had to look for them.

In talking with this druggist, he admitted that the items in his windows were not doing much for him, and when I pointed out to him that he might consider that on either side of him high traffic dentifrices and hair preparations had the most prominent spots in the stores, he was very surprised and realized some simple thing like a permanent display of dentifrices with a simple sign saying "Dentifrice Headquarters" in one of his small windows while on the other side he might have the hair preparations and other cosmetics with a sign saying "My Lady's Corner". These would put him in strict traffic competition with these other outlets. This would leave his center store window for special promotional activities. He said he would do this, and while I have not been back, one of our men told me he has done so and is quite pleased with the results.

So it pays to be aware of your competition. It pays to be thoughtful about how you display and what you display. It pays to put up front in your store nationally advertised merchandise with character, because this is readily recognized by the consumer and identifies your store as a place to buy these goods.

I run into ideas all over the place. One of the best was in Houston, Texas. A store there was having trouble meeting the competition of the cosmetic demonstrators in a branch department store. This druggist up front found a corner of his store that he could use for toiletries and cosmetics. He carpeted this corner, mirrored it, and created a dressing table effect. And then, on each side in attractive antique finish, wooden shelves for the merchandise. He had three chairs and in the linoleum just in front of the carpet, he was planning to inlay "For Ladies Only". His business got better fast. Similarly, just as a baby department will work out well for you, and most of them have, so will a "Men's Bar" with shaving cream, lotions, tonics, etc., in one place, quickly identifiable for the shopper.

Recently a study was made of the purchase of deodorants, colognes, and pre-shave lotions by the graduate School of Business Adminstration of New York University. Men bought 61% of their own deodorants, 47% of their colognes, 73% of their pre-shave lotions, and 64% of their after-shave lotions. Interesting that in these cosmetics as gifts, 31% of men interviewed had received cologne as a gift from women and 16% after-shave lotion. Now it might be an interesting idea to take your fastest moving men's cologne and give it dislocated display in your women's cologne and perfume area. By the way, this same study shows that half the men interviewed now use deodorants and almost 80% of them have been purchased in drug outlets, with only 15% in supermarkets. These same percentages held for cologne, pre-shave lotions, after-shave lotions, so apparently men like to do business in a drug store for their personal wants, if these data are correct. Now there are various surveys that women prefer to buy toiletries and over the counter drugs in drug stores, and this is a clue to increased volume in terms of display.

We musn't forget that those of you who sell boxed candy are rendering a service not only to your customers; but one where the supermarket cannot easily compete as regards quality. I know that you receive a great deal of material from manufacturers and I hope that you will use it to display their merchandise and I think there are several rules of thumb here. First, to warrant display emphasis in your store or windows an item should be nationally advertised and a traffic builder. There will be exceptions, of course. Some over the counter ethicals have developed strong consumer support and these too deserve display. Will it really dress your windows? This should be your second rule of thumb. About the appearance and size of the display—will it give your store a cluttered look and cut down visibility? In short, does it dress your store? Will it sell more goods? Most of the big companies, as has been mentioned before this morning, have expert guidance in developing display materials for your use: and, by and large, you should be most thoughtful in setting up these displays, particularly those identified with national advertising.

I know that you feel that I have an ax to grind, and of course I do. We are constantly experimenting in our merchandising and marketing department with store promotions and display. We have found that the displays tied in with *Life* will increase the druggist's business, as one wholesaler reports, who has just finished a 400 store activity, as much as 38% in a two week period over the previous two weeks. The reason: people have confidence in national brands. We like to think that they have confidence in *Life* magazine, and as I reminded you earlier, 32,000,000 people read this magazine each week. Now this means that those druggists who tie in, who identify themselves with these national brands and such media as *Life* take the factor of recognition, confidence, and market coverage, and make it work individually for their own outlet or outlets.

In conclusion, let me suggest that you read your trade papers and that you keep them for the ideas they can give you and that you do something about the ideas that appeal to you. Among the manufacturers representatives who call on you there are many well-qualified to give you helpful suggestions, as they are going from one store to another and have observed what is new. Your wholesaler can render many services to you, and may be a source of information on store design, or modernization, better display, and if you ask for help, I am sure you will get it.

On buying wisely, figure your average turn-over for a given period before you tie up all of your money in some big deal in order to get what appears to be an attractive allowance. It may well be that you have tied up your working capital on a slow moving item. Sometimes you may tie up too much capital in a fast moving item. Try to be aware of your weekly or monthly sales, and if you do this you may also learn that you are not putting enough promotional effort behind some product.

Finally let me give you one more tip. Most of you sell *Life* magazine in your stores, and as *Life* carries more advertising than the next two magazines combined, may I suggest that as you read it, you observe the advertising of the products you sell and be sure that you take advantage of this unparalleled advertising support.

It has been a great pleasure to be with you, a pleasure and I must say an illuminating experience to hear your president's address and that of Mr. Solomon just a short time ago. May I wish you all better business, prosperity and good health.

Mr. Goldfeder then introduced the second member of the panel. The second panelist is: Dr. Robert L. Swain, Editor of Drug Topics and Drug Trade News. Dr. Swain is well known to us. A proper introduction would take longer than his presentation. Therefore, I shall introduce him by saying he holds every honor that is possible in Pharmacy, including a recent honorary Doctor of Science Degree from his Alma Mater, The University of Maryland—Dr. Swain.

DR. ROBERT L. SWAIN
EDITOR, DRUG TOPICS

I did appreciate very much President Schmidt's reference to our "Lost Sheep Crusade" in *Drug Topics,* which as I presume most of you know, is my own brain child. I am also glad Mr. Bill Fort preceded me because, mind you, there is not much more to be said than his very well organized, very thoughtful presentation of some of the more modern problems confronting us because of the tremendously significant change in the whole pattern of distribution. But when Joe Cohen asked me to participate here, frankly my first thought was to say no, but I thought I would again meet the people with whom I have worked for many years and to whom I owe so very much. Joe also said it would be timely and useful to further emphasize or amplify the message in our "Lost Sheep Crusade". For that reason I formally accepted and I am very glad that Mrs. Swain and I could be here, and enjoy the meeting with you.

Now let me take just a few moments to refer to our "Lost Sheep Crusade", because while we originated it, it has been accepted as one of the fundamental and practical answers to the competitive problems now facing us as we try to confront and successfully cope with this new highly organized and expert competition, which in many respects is new. Our "Lost Sheep Crusade' was first announced in January, 1956, and the purpose is a very simple one. We knew from our own marketing research staff that the changes taking place in the over-all distribution of basic drug store merchandise lines, if not understood and fixed by retail pharmacists, could very substantially endanger their position in their own field. We know that drug store volume is up and it continues in a pace of somewhere near seven billion dollars for 1958. While our volume is up, the significant fact is that our percentage share of the market is sliding off. In other words, while we had 76% of the total dentifrice business a decade ago, we have today about 34% of that same business. Now it is true that 34% which we have today means more in dollars and cents than the 76% we had ten years ago, but nevertheless, the significant fact facing us is that we are losing our grip on those merchandise lines which traditionally over the years have been primarily ours. Now that confronted us with a very serious situation as we saw it; and because we did view it seriously, we have now inaugurated the "Lost Sheep Crusade" to drive home to you these basic facts and to point out to you the necessity of so modernizing, so energizing, so dramatizing, your drug store operations that we may slow down this drift which today is so strongly against us.

I mention the fact that we are faced with a changing pattern of distribution so different that it is revolutionary in character. Just a week or so ago, and I know some of you saw it, the front cover on the U.S. News and World Report was given entirely over to the changes taking place in distribution. Now that magazine had about eight pages in which they discussed analytically these tremendous currents and cross-currents taking place in the sea of distribution to such an extent that they referred to it as revolutionary changes in the pattern of distribution. Now all of those changes don't affect us, but a great many of them do. Now you might add, where do we get these facts? Well, we have a marketing staff at *Drug Topics* headed up by Paul Olsen, whom most of you know, and he has a staff of about eight expertly trained people who are constantly studying the trends in distribution, and charting the currents as they are developing with the results that we publish every year. I'm going to mention this because I want you to pay attention to it and the next issue will be out very shortly. We publish a breakdown of where the public spends its money, the drug store merchandise lines, and categories. We break them down by each category and we show you the total volume. We show the percentages in drug stores and non-drug stores. When you get your *Drug Topics,* you study that because that will tell exactly how this picture is shaping up and will point out to you the dangers and the necessity, collectively and individually, if you can, to stem this tide which is against us.

Now let us keep one thing straight. We are going through the highest period in our prosperity in spite of the fact that we are going through a recession, in certain parts of the country. Our studies show nationwide the manufacturing pharmaceutical industry is doing its best job volume-wise. The wholesale drug business is doing its best business volume-wise, and there is every indication that by the end of 1958 retail drug store volume will be anywhere from 2% to 5% nationwide above 1957. This is a tremendous contribution when you consider the general economic situation. I emphasize that for this reason. When things appear to be going very good with us, it is difficult to get behind your fears sometime, but there are certain elements in the picture, which if we do not face them, and as they materialize (as they logically will), the outlook in many of our merchandize categories is not too good. So in our "Lost Sheep Crusade" we have tried to acquaint you with the facts, let you know how the picture is developing, let you see how the currents are flowing, let you see where the competitive pressures are developing, so that in your own self-interest you will do your level best to combat it and do a better job distribution-wise in your drug store.

The impact of our "Lost Sheep Crusade" throughout the industry has been tremendous. I know several manufacturers, and so do you, who have built their promotion programs around it. I know several wholesalers who have utilized it in the meetings of their sales personnel, and they have utilized it as a means of galvanizing their own and to stir the retailers to doing a still better competitive job. Last week, I spent most of my time in New Orleans, and just as I was going into the banquet of the convention, the regional manager of one of our largest concerns said to me: "You fellows ought to be awfully proud of your Lost Sheep Crusade. We've used it; we regard it as the real answer to the competitive problems now confronting us, but if you could only stimulate retail pharmacists of the country to take off their coats, roll up their sleeves, spit on their hands and do their level best to do the very sensible thing which you are trying to urge them to do. You have got the program. You have got the formula. You have got the philosophy." But all attempts cease to materialize until the friends such as you up front here do decide you have a stake in this, a vital stake in it, and that you are going to try to turn the tide in your own defense.

I think we ought to try to recognize one fact which probably is more significant today than any other time and that is this: whether we like it or whether we don't, the retail drug store has for all practical purposes become a distributional institution. In other words, we are concerned now with making available to the public the vast drugs, cosmetics, toiletries, etc., which are placed in our hands in the drug industry. We make very few of them today. Even in our prescription department, I can recall the time when the percolator and the water bath were currently in use. Today, we don't use them because drug stores have become largely distributional in character. Why do I emphasize that? Merely because we have got to be aware of it. We have got to exert ourselves to the limit of our creative genius in maintaining the hold of the distribution of our home products. The mere fact that pharmacies are distributional in character leaves the door open to any other kind of outfit that sees fit to enter the field.

I am rather proud of one or two things in this "Lost Sheep Crusade", because we have written into the literature two or three catch statements that rather please me. Sometime back, I picked up a statement somewhere that "The atomic age is here to stay—are you?" I twisted that around to say, "Competition is here to stay, are you?". Because in a sense it is here to stay, and whether or not we stay with it, is going to depend very largely upon our ability to cope with it. *Our* ability to cope with it—not the ability of some body else. We have another catch phrase which has been worked into the literature and that is this, "Competition never takes a holiday". You can go fishing; you can go to Bermuda or Nassau, but the competition is living yet, and will be here when you get back. Competition never takes a holiday. We mention that because we have got to develop in our own minds that this fight which faces us to keep the drug business in the drug store is a never ending fight. It will be going on fifty years from now. It is a never ending fight. How well we will be doing fifty years from now depends almost entirely upon how well we do now. Let's not worry about what you are going to do fifty years from now.

Let me ask you this: half of 1958 is gone; January to June is in the history books and in those six months you had the best opportunity to make the most of them, you will never have an opportunity to use them again. They are absolutely done. How well did you do in the first six months? Is your volume up? Are you just holding your own or did you slip back? Well, that is the very reason that we have this "Lost Sheep Crusade". Drive those questions home into your mind. You are the only one who can answer those questions. You are the only one who can reverse the downward trend if it is against you. You are the only one who can keep the volume going up if your volume is going up. Stated another way, as we have said time and again in our crusade, "This fight is your fight. The manufacturer can help you, but he can't win it for you. The wholesaler can give you all kinds of assistance, but he can't win it for you. Whether or not you survive in this never ending struggle, whether you sink or swim, depends on one individual and that is you". That again is one of the things we have been trying to drive home to you because we know that this thing we call Pharmacy is worthy of our best efforts, is worthy of our sincere devotion, is worthy of every ounce of grey matter we have got, but we have got to fight for it, because there are others fighting against it. We have got to so fashion our own programs that they are qualified and capable of beating off some of the competition facing us, because we are now in a distributional occupation, and by and large, with the exception of our prescription products, every one of these products which we now distribute can with few unimportant exceptions be distributed under the law in any kind of outfit.

Now just to show you that this situation can be coped with, I'm going to read these fifteen points, not elaborating on any of them, but to say to you that these have stood the test of men who have been tremendously successful in the merchandising of drug store products. In other words, we pass them on to you with complete assurance that if you will put them to work in your store and keep them at work in your store, this whole question of keeping the drug business in the drug store will be much less complex and will be much more in our favor.

Here is my "Fifteen Point Program of Action":

1 Maintain complete stocks
2 Departmentalize by product categories
3 Employ mass display techniques
4 Price all merchandise clearly
5 Provide self-selection where suitable
6 Establish clear traffic aisles
7 Use tie-in window displays & counter cards
8 Advertise and promote by departments
9 Display large sizes prominently
10 Use manufacturers' promotions
11 Employ wholesaler sales aids and services
12 Keep store clean, well lighted
13 Stimulate sales personnel effectiveness
14 Make yours a MODERN store
15 Study your competition

Fellows, this is a dream child of mine. I could discuss it with you until tomorrow morning. I could make Si Solomon's talk sound like an interlude to the real talk, but I am not going to do it. But I am now going to bow out, except to say that our "Lost Sheep Crusade" has one purpose only and that is to make you do a more effective, a more satisfying job, and to keep the drug business in the drug store.

Mr. Goldfeder then introduced the final speaker of the panel as follows:

The third member of the panel is: H. C. Van Arsdale, Executive Vice President, Smith, Kline and French, Incorporated, Wholesale Druggists. Mr. Van Arsdale has had experience in the drug and toiletries field since 1920 as a Toiletries and Drug Buyer of a department store, and Sundry Buyer and Sales Manager of a wholesale drug house in Cincinnati; Division Sales Manager of Agfa Ansco Corporation and Lambert Pharmacal Company. He joined Smith, Kline and French, Inc., in 1938 as Sales Manager, elected Vice President and director in 1945 and Executive Vice President in 1950. Mr. Van Arsdale is active in the affairs of the National Wholesale Druggists' Association and is currently, Chairman of the Board of Control and Chairman of the Executive Committee.—Mr. Van Arsdale.

H. C. VAN ARSDALE
EXECUTIVE VICE-PRESIDENT, SMITH, KLINE & FRENCH, INC.

I get into unique situations. Two weeks ago Mr. Zeisig invited me to be on his program in Ocean City, Maryland where the Maryland Association has held their conventions in the past, and on the program were Dr. Linwood Tice of the Philadelphia College of Pharmacy, Dr. Leuallen of Columbia, Dr. Morton Gross of Rutgers and T.V. fame; and the only degrees I had to wrap around myself were 98.6 Fahrenheit and 86.8 Scotch. As a graduate without honor of the Dudley Elementary School of Lexington, Kentucky, I am again in a box today, because we have experts in their fields. At Mr. Zeisig's meeting, I was to discuss the pharmaceutical department and today I have been assigned the topic to cover the front of the store. Well, I can assure you this has been very well done, if you were listening carefully. You may have observed that this gentleman here with the half glasses is with *Life* magazine and that Dr. Swain is with *Drug Topics*. These fifteen minute commercials are not going unnoticed and I might say with all modesty that I am with Smith, Kline & French, Inc., wholesalers, and I am not associated with Smith, Kline & French Laboratories except as a servant. We are a wholly owned subsidiary of the company, but we have nothing whatever to do with the manufacturing business. Needless to say, since I had to switch from the back to the front of the store, I had to indulge in a lot of research. Some call it plagiarism; I call it research.

Actually, for 35 years I have been on the fringe of retail pharmacy. I am not a pharmacist, but I have had some practical experience on both sides of the counter. I think I know some of the things that go on in the industry. As a matter of fact, I was certainly reminded forcefully today when Si Solomon was delivering his address, of being a witness at the birth of Fair Trade in Maryland, and there was some excellent midwifery done by Si Solomon, Jack Wannenwetsch, Hy Davidov, Dr. Frank Black and our old friend Bob Swain. You fellows who were in Baltimore in that age about 1934 and 1935 must remember the Fayette Street jungles and cockeyed Benny and Brager and the other department stores that were kicking things around and then it came to the confectionaries and food stores. You can't listen to these stories without remembering. It took some doing to survive in the jungle of those days, and the people who have gone in business since 1935 just haven't any conception of it. Those people who have entered business within the last 20 years, this has been an era of increasing national economy in which you couldn't miss with eyes closed particularly when they had the opportunity to operate under Fair Trade, a pattern which was designed by a handful of men with some shining eyes and an ideal. You owe your very existence to those people. They have made it possible for you to go into business and for you to survive in business, and as a matter of fact to witness the best period that retail pharmacy has ever known.

We must remember that 70% of retail drug business is in the front of the store, and it produces 50% of the profit, but the way that the average pharmacist treats the front of his store you would think that all he was interested in was engaging in cannibalism to try to take a prescription away from his fellow pharmacist and neglecting the front of the store. It just seems incredible that so much emphasis would be placed on a competitive area fighting fellow pharmacists rather than fighting those who are catching you sound asleep and beating your brains out whether you know it or not. Because last year the supermarkets took over $16,000 of sales from every retail drug store in the United States, and if you only had that additional gross profit to play with you could readily understand what your present economic system would be, and it is pretty good right now. I think that unless we recognize that the public knows what it wants, and knows where to get it, and they don't want what you want to sell, but they want the merchandise that they want. The sooner we arrive at that point the better off we are going to be, because I have some figures here which indicate very clearly that you have not accepted the fact that the public is the boss. I am privileged to have the preliminary Lilly Digest figures for 1957, and it was a very good year for retail pharmacy, because the report indicates that sales were up 11½% over 1956; prescription sales were up over 22½%; and the number of prescriptions were up 18% over the previous year. So it was a good year, a fine year. I hope we do as well this year and in the years to come. The gross profit was about the same, but expenses were up over .6% and the price of prescriptions did not go up much because as I pointed out, of an 18% increase in the number of prescriptions; 22½% increase in dollars would indicate a very slight increase, an increase to about $2.86.

Now here is the astonishing thing. Again year after year it goes on. Dollar sales of prescriptions were up 22½% and prescription inventories were 11.6%. Sales up almost twice as much as inventories, but with the crying towels that are out, you would think that the manufacturers are just sitting around conspiring to load you with merchandise that you can't sell. Nothing could be further from the truth and as a matter of fact I think that I know the answer to the whole thing. Most drug stores are still operating in the space they occupied 20 years ago, and they never throw anything away. So they continue to have the old merchandise there and continue to put in 150 items annually for the last ten years and they are falling off the shelves and hitting them on the head, and they say this is a terrible business. Seriously, it is that bad, because you can not deny the facts, and it wasn't just last year and I'll prove it to you. Dean Tice said that the past decade has been a bonanza. He is so right—it has been.

In the past ten years, prescription sales went up 276%, but prescription inventory is only up 161%. In other words a 27-16 ratio on sales over inventory. There isn't another business in America like the retail drug business. Nowhere can you do it—not the hardware business, not the dry goods business, not the department store business, just the drug business—276% increase on 161% increase in inventory.

Here is where I think that you are not following the basic concept of merchandising, and that is giving the public what they want. While all this has been going on in the prescription departments, sales in the front of the store—all other items except prescriptions—are up 60% not 276% in ten years. But those inventories in the front of the store are up 90%, and here is where the commercial comes. I think it is because the prescription department merchandise is bought from retailers as needed and replenished on a regular basis, but the average retailer today is striving to hit the jackpot. In the front of the store he is stretching for discounts on a direct basis or on unknown merchandise or unbranded merchandise or private brand merchandise, and he has loaded his inventory in the front of the store. If I ever had a better sales pitch for wholesaling, I wouldn't know how to present it. It is all in the figures, and you had better go back and re-examine your own operation and see if it has happened to you. Remember with 161% increase in the prescription inventory, you only have a 90% increase, but that 90% increase in inventory has been built at only 60% sales increase over the ten year period. Now let's throw out all those direct accounts and go to work with the wholesalers. Now that is my fifteen minute commercial.

You see our new competition really understands turnover of invested capital, not turn over of merchandise. That's nonsense. You don't make a profit on the turnover of merchandise, you make a profit on the turnover of capital, and you cant' get any more terms than the terms of the wholesaler you do business with. In other words, if you do business with a service wholesaler, you have got 30 days or you have about 22 days average, and some wholesalers have weekly terms. So you can turn capital. You turn the capital investments in your store, and I want to tell you if you think turnover isn't important, you must consider that 1,150 items were introduced in the wholesaler's inventories in 1957. That means that about 700 of them were designed for the front of the store. You probably took on two-thirds that many for about 700 new products of which about 450 were for the front of the store.

I'm not going to belabor the point on the figures that I have just given you, but I would like to close with just one observation of some attitudes that I saw expressed this morning. I couldn't help overhearing some of the things that were said by pharmacists, apparently they were sitting next to us up here in front. It was in relation to the discussion on price fixing on polio, and I heard one man say: "These guys get together all the time anyhow. They all get together and fix prices." Well, gentlemen, that isn't so and you must recognize that in any market you don't fix prices up. You fix them down. And for the good of this industry I hope it never comes to the point where a pattern will be followed like Mr. Solomon mentioned of U. S. Steel, where one would go $5.00 under and another would go $6.00 under the price. That is why we have these decimal figures because that is the price that the leader established. That's the price everybody else had to bid, and where did they get the figures? They're published. Everybody knows where the figures came from. There is no mystery about this, and may I suggest this, and please take this home and consider it. If this current investigation on anti-biotics is pursued and the manufacturers are forced to deviate in any way from the present established practices of pricing, this industry will be in chaos. Don't say it can't happen. Remember what happened to penicillin, and you know what happened to penicillin. It went so low in price that it went right back in the doctor's bag, and you don't make a buck on it. If you want to go back to dollar prescriptions with clerks at $125.00 go ahead and get mad at manufacturers. Go ahead and get mad at everybody. Get them mad enough to start cutting prices with each other and you are back to dollar prescriptions with clerks at $125.00 a week. I don't think anybody wants to return to that.

I say again this is a wonderful business, but it can be a lot better with a little more mutual understanding, and if retailers would quit teeing off with wholesalers, and if wholesalers would quit teeing off with manufacturers, and the retailers and wholesalers would pull their punches a little bit on the manufacturers, and less talk, an industry story instead of the abuses to which I am sure it is only imagination, as the figures would indicate, and quit listening to all the crackpots who want one brand of everything, or you'll wind up in exactly the same spot that Pharmacy is in Russia today, with one brand for everything. This is the real way to the poorhouse, and to the collar of a ruler. So let's live a little, and quit getting so mad at everybody else. Everybody wants to make a buck. There is room in this economy for everybody to make a dollar. We don't have to run around being abusive to each other, and making a lot of remarks that can do nothing but harm in the minds of the public. And again I say the public is the boss. Thank you very much.

Vice President Goldfeder as moderator then presided over the question and answer period. Mr. Goldfeder said, "Gentlemen, many thanks for your excellent presentations on a most vital subject as far as retail pharmacy is concerned. I am sure your discussions provoked some thought on the part of the audience by the questions on the cards which I have received so far. I have a question here for Dr. Swain. Dr. Swain, what are your four main reasons for success in retail drug stores; also your four main reasons for failures? Dr. Swain: There are two things to do. First, do everything in your power to maintain the competitive position of the drug store in the health fields. Second, maintain a prescription department on a good quality basis. If we do these things, we don't have to discuss failures.

Question: In view of the fact that many Fair Traded items are continuously advertised in the national magazines and the retail prices of these magazines are Fair Traded, why don't these magazines take a more definite stand for Fair Traded prices? Also, what is your opinion of publications which receive advertising support from pharmaceutical manufacturers and then allow editorials to be published with derogatory notes against the profession that has withstood investigation and inquiries and proven to be above reproach? **Mr. Fort:** I don't represent all the magazines in this country. I do represent one. I also represent one publisher. I represent you and your industry and you to that publisher. It is true that in the past we had published an article against Fair Trade. The person who directed that question had in mind an article that appeared in *Life* about four years ago which was imprudent and not accurate. This can happen to anyone. It caused me to write some 700 personal letters, interview many manufacturers who speedily came to the support of the druggists. It caused me a great deal of concern, and also it caused me to have a meeting with some of the leaders in Pharmacy. As a magazine of opinion we then had to give the other side a chance, and for every word that appeared in this article, which I say to you personally I do not believe was accurate, many times that number of words appeared in *Life* giving the other side of the story. I have heard it discussed that this kind of thing would not happen again. To the best of my knowledge it hasn't. As to the pricing of magazines or their opposition to Fair Trade, I do not claim that this is generally true. I have given you an honest and direct answer to it as far as my own view is concerned.

Question: Why don't drug wholesalers, who depend so much on retail pharmacy, obtain advertising programs for their customers the same as provided the chain and supermarket outfits? **Mr. Van Arsdale:** The manufacturers have had so many bad experiences you can't get them to sit down and talk about a program for independent pharmacy because they can't get any follow through and support. I'll tell you exactly what I mean. In the city of Philadelphia five years ago I was instrumental in starting a television program which was a thirty minute program costing $1,500 a week, and I set up headquarters in New York at my company expense. I got manufacturers in and finally got enough money to run this thing for three years, but I could see that the retailers did not display the products. We, the wholesalers, got together and we spent $6,000 for displays for these original six products. Within two weeks there weren't ten percent of those displays out. Manufacturers will buy if they get back their expenditures and in no other way. I'll tell you one thing—I would never undertake another one.

Question: On the assumption that Fair Trade is here to stay, why not draw a line between manufacturers who allow the normal markup of 33-1/3% and those manufacturers who, while posing as friends to the druggist, do allow a Fair Traded markup of only 18%? Example: $5.20 per dozen with a Fair Traded resale value of $.54. Kindly note that the average drug store operation expense is 29%. **Dr. Swain:** The pharmacist should give his merchandising support to those manufacturers who are best for him.

Question: To what degree can drug stores offset loss of sales to department stores and food markets by stocking items not usually considered drug store items like soft goods, wearing appearel, etc.? **Dr. Swain:** The important thing is to concentrate on those things which we are expert in; we are not experts in soft goods.

At the conclusion of the informative and stimulating question and answer period, Vice President Goldfeder thanked the distinguished panelists and turned the chair back to the President, George Schmidt.

Secretary Cohen announced the entertainment features for the remainder of the day and evening, which included a Social Hour through the courtesy of the Loewy Drug Company.

Attendance prizes were drawn and the Second Session was adjourned at 3:00 P.M.

THIRD SESSION

Tuesday, July 1, 1958

The Third Session of the 76th Annual Convention was called to order in Kerry Hall at 11:00 A.M. by President George M. Schmidt.

The Convention Committee conducted the drawing of Early Bird Prizes.

Telegrams were read from past presidents Frank L. Black and Manuel B. Wagner, expressing their regrets for being unable to attend the Convention and conveying their best wishes for a successful Convention.

President Schmidt called on First Vice President Frank Block to preside.

Vice President Block presented Francis S. Balassone, Secretary of the Maryland Board of Pharmacy and Chief, Division of Drug Control, Maryland State Department of Health, to render the Annual Report of the Board of Pharmacy, which follows:

ANNUAL REPORT OF THE MARYLAND BOARD OF PHARMACY

Francis S. Balassone, Secretary

1957 1958

In compliance with the provisions as set forth in Section 258 of Article 43 of the Annotated Code of Maryland, this report is submitted to His Excellency Theodore R. McKeldin, Governor of Maryland, and to the Maryland Pharmaceutical Association. This is the fifty-fifth report to the Governor of the State and the forty-fifth to the Association, and covers the activities of the Maryland Board for the fiscal year ending June 30, 1958.

PERSONNEL

During the year, the Board held twelve meetings, eight of which were held at the School of Pharmacy of the University of Maryland for the purpose of conducting examinations for registration of pharmacists.

At the first meeting, the Board reorganized and re-elected Mr. Charles S. Austin, Jr. president and Mr. F. S. Balassone, secretary-treasurer. The other members of the Board were: Messrs. S. Earl Webster, Alexander J. Ogrinz, Jr., and Arthur C. Harbaugh.

At the convention of the Maryland Pharmaceutical Association, held at Galen Hall, Wernersville, Pennsylvania, on June 24, 25, 26, and 27, 1957, the Nominating Committee submitted to the Association the following names to be recommended to the Governor for membership on the Board to succeed Mr. Charles S. Austin, Jr., whose term would expire on April 30, 1958:

Charles S. Austin, Jr., Towson
Norman J. Levin, Pikesville
Simon Solomon, Baltimore

On April 11, 1958, our President, Charles S. Austin, Jr. died, and on April 25, Governor McKeldin appointed Mr. Norman J. Levin to succeed him.

The Board met on April 17, and reorganized, electing Mr. S. Earl Webster, Cambridge, president, and Mr. F. S. Balassone, secretary-treasurer.

EXAMINATION

The Board conducted two examinations during the fiscal year, which were held at the School of Pharmacy of the University of Maryland on November 4, 5, 6, 7, and 8, 1957, and on June 23, 24, and 25, 1958.

There were twenty-one candidates for the November examination. Twelve passed; two passed their theoretical subjects but were deficient in practical pharmacy experience, and for this reason were not eligible for the practical pharmacy examination; seven failed.

There were forty-one candidates for the practical pharmacy examination who had passed their theoretical subjects at the June 1957 examination. These candidates were not eligible for the practical pharmacy examination until the November examination because of the regulation that requires all applicants for examination, who completed their college of pharmacy training after January 1, 1957, to obtain four months, of the required twelve months, of practical pharmacy experience subsequent to graduation from a school or college of pharmacy before they are eligible for the practical pharmacy examination. Thirty-nine passed and two failed.

Sixty-nine candidates took the June examination. Eleven were eligible for the practical pharmacy examination, and the remainder will be examined in practical pharmacy in the fall. There were eleven candidates for the practical pharmacy examination who had previously passed their theoretical subjects.

Seven of the applicants passed both the theoretical and practical pharmacy examinations; forty-seven passed their theoretical subjects but were deficient in practical pharmacy; fifteen failed.

The eleven, who had passed their theoretical subjects at other examinations and took their practical pharmacy examination, were successful and were registered.

The subjects assigned at the November examination were as follows:

Pharmacy and Jurisprudence	S. Earl Webster
Materia Medica and Pharmacognosy	Arthur C. Harbaugh
Chemistry	Alexander J. Ogrinz, Jr.
Chemical and Pharmaceutical Mathematics	F. S. Balassone
Practical Pharmacy	Charles S. Austin, Jr.

For the June examination:

Pharmacy and Jurisprudence	S. Earl Webster
Materia Medica and Pharmacognosy	Arthur C. Harbaugh
Chemistry	Alexander J. Ogrinz, Jr.
Chemical and Pharmaceutical Mathematics	F. S. Balassone
Practical Pharmacy	Alexander J. Ogrinz, Jr. and F. S. Balassone

Record Of Examinations Held

November 4-5-6-7-8, 1957

Applicants	Passed	Withheld	Failed
21	12	2	7

June 23-24-25, 1958

Applicants	Passed	Withheld	Failed
69	7	47	15

Total Number Examined for Registration as Pharmacists

Applicants	Passed	Withheld	Failed
90	19	49	22

The following table shows the number of pharmacists who were registered by examination during the past ten years:

Year	Number of Pharmacists
1948-1949	8
1949-1950	109
1950-1951	41
1951-1952	63
1952-1953	65
1953-1954	77
1954-1955	50
1955-1956	96
1956-1957	60
1957-1958	53

Reciprocal Registration

Maryland continues to attract pharmacists from other states for reciprocal registration, the majority of whom are pharmacists who are in the armed forces and stationed in military bases in this State.

All applicants for reciprocal registration must appear before the Board for personal interviews, and no applicant is accepted until he has been approved by the entire Board. They must sign an agreement to comply with the laws, rules, and regulations surrounding the practice of pharmacy in the State.

One applicant was denied reciprocal registration because he had not complied with the laws and regulations governing the practice of pharmacy in effect in Maryland at the time he became registered by examination in another state.

The following table shows those granted registration by reciprocity:

Registered By Reciprocity

Name	Certificate Number	Dated	State
Shoemaker, Wm. Guy, II	5710	Oct. 15, 1957	Pennsylvania
Glover, Douglas Dennis	5711	Oct. 15, 1957	West Virginia
Meresicky, Ralph John	5712	Oct. 15, 1957	Missouri
Gusman, Lawrence Frank	5713	Oct. 15, 1957	Missouri
Simpson, Francis Patrick	5714	Oct. 15, 1957	Pennsylvania
Polin, Ralph Richard	5715	Oct. 15, 1957	Pennsylvania
Koustenis, Harry George	5716	Oct. 15, 1957	Ohio
Weiss, Bernard	5717	Oct. 15, 1957	New Jersey
Lambros, Demetrios Simos	5718	Oct. 15, 1957	Dist. of Columbia
Chack, Eli S.	5719	Oct. 15, 1957	Dist. of Columbia
Rose, Shep Kalman	5720	Oct. 15, 1957	Dist. of Columbia
Schuman, Joseph Morton	5721	Oct. 15, 1957	Dist. of Columbia
Stein, Norman Albert	5722	Oct. 15, 1957	Dist. of Columbia
Darlington, Richard Grant	5723	Oct. 15, 1957	Ohio
Wong, Ronald Junior	5724	Oct. 15, 1957	Dist. of Columbia
Butt, Frederick David	5725	Oct. 15, 1957	Dist. of Columbia
Maciulla, Salv. Vincent	5726	Oct. 15, 1957	Dist. of Columbia
Klein, Howard	5727	Oct. 15, 1957	New Jersey
Grabowski, Bernard F.	5777	Dec. 31, 1957	Pennsylvania
Treichel, Thomas Keith	5778	Dec. 31, 1957	Wisconsin
Bortnick, Morris Herman	5779	Dec. 31, 1957	Dist. of Columbia
Jesina, Carl Lee	5780	Dec. 31, 1957	Iowa
Small, Howard Ashby	5781	Dec. 31, 1957	Dist. of Columbia
Gazda, John Joseph	5782	Dec. 31, 1957	Pennsylvania
Potts, James Meyer	5783	Dec. 31, 1957	Indiana
Harriss, Gridley	5784	Dec. 31, 1957	Dist. of Columbia
Nelson, Kenneth Howard	5785	Apr. 1, 1958	Wisconsin

Name	Certificate Number	Dated	State
Fouch, Marshal S.	5786	Apr. 1, 1958	Ohio
Prensky, Bernard M.	5787	Apr. 1, 1958	Dist. of Columbia
Nothstine, Kenneth T.	5788	Apr. 1, 1958	Dist. of Columbia
McNeill, Melba Lois	5789	Apr. 1, 1958	Dist. of Columbia
Friedman, Herbert Meyer	5790	Apr. 1, 1958	Dist. of Columbia
Fishman, Alan Donald	5791	Apr. 1, 1958	Dist. of Columbia
Brooks, Robert Atwell	5792	Apr. 1, 1958	Pennsylvania
Drabnis, Anthony J., Jr.	5793	Apr. 1, 1958	Pennsylvania
Potler, David	5794	Apr. 1, 1958	Pennsylvania
Adelson, Morton Jackson	5795	June 30, 1958	Dist. of Columbia
Jontiff, Henry Fred	5796	June 30, 1958	Dist. of Columbia
Bretler, Herman Bear	5797	June 30, 1958	Dist. of Columbia
D'Ambrosio, Joseph Ettore	5798	June 30, 1958	Dist. of Columbia
Yaros, Rudolph Robert	5799	June 30, 1958	Dist. of Columbia
Berger, Alan Burton	5800	June 30, 1958	Dist. of Columbia
Federman, John Jacob	5801	June 30, 1958	Dist. of Columbia
Heyer, Ursula Elizabeth	5802	June 30, 1958	Wisconsin
Wienner, Herbert	5803	June 30, 1958	Pennsylvania
Solomon, Sylvan Emanuel	5804	June 30, 1958	Dist. of Columbia
Dorfman, Joseph Sol	5805	June 30, 1958	Dist. of Columbia
Brodt, Dan Pendelton	5806	June 30, 1958	Iowa
Gagnon, Lester Raymond	5807	June 30, 1958	Massachusetts
Keniston, Arthur H., Jr.	5808	June 30, 1958	Massachusetts
Lawson, Robert Eugene	5809	June 30, 1958	Colorado

The following table shows the number of pharmacists granted registration by reciprocity and the number who were certified to register in other states by reciprocity over the past ten years:

Year	Reciprocity	Certified for Registration in Other States
1948-1949	39	16
1949-1950	34	12
1950-1951	49	17
1951-1952	47	16
1952-1953	53	16
1953-1954	60	15
1954-1955	62	23
1955-1956	64	16
1956-1957	58	26
1957-1958	51	21
Total	517	178

The above table shows that Maryland has gained 339 pharmacists by reciprocity in the past ten years.

Pharmacy Permits

As of January 1, 1958, 734 permits were issued to pharmacies and 22 to hospital pharmacies in the state, making a total of 756.

There was an increase of seven permits issued over the previous year. In 1957, there were 361 county and 388 Baltimore City permits issued, compared with 373 county and 383 Baltimore City permits this year. The county permits increased by 12 and the city permits decreased by 5.

The following table shows the number of pharmacies in the counties of Maryland and Baltimore City:

Allegany	19	Dorchester	5	Queen Anne's	4
Anne Arundel	32	Frederick	8	Saint Mary's	4
Baltimore	104	Garrett	2	Somerset	5
Calvert	0	Harford	8	Talbot	7
Caroline	3	Howard	4	Washington	11
Carroll	11	Kent	3	Wicomico	9
Cecil	6	Montgomery	53	Worcester	6
Charles	6	Prince George's	54	Total	364
Baltimore City					370
Total					734

The following table shows pharmacies opened, change of ownership, and those closed during the year:

	Opened	Change of Ownership	Closed
Baltimore City	4	17	8
Counties	22	13	6
Total	26	30	14

The following table shows the number of pharmacies opened, change of ownership, and those closed in the past ten years:

Year	Opened	Change of Ownership	Closed
1948	20	19	12
1949	14	24	14
1950	24	24	7
1951	22	19	14
1952	22	16	8
1953	26	13	12
1954	36	32	24
1955	23	19	11
1956	28	20	18
1957	26	30	14

Manufacturers' Permits

There were 126 permits issued to manufacturers of drugs, medicines, toilet articles, dentifrices or cosmetics. Applicants for original permits are required to appear before the Board and furnish all information that is considered pertinent to the conduct of such operations.

PRESCRIPTION SURVEY — 1957

Baltimore

Average Number New Prescriptions Filled in 238 out of 365 Pharmacies	7,200	
Average Number Prescriptions Refilled in 238 out of 365 Pharmacies	3,432	10,632
Average Price of Prescriptions in 238 out of 365 Pharmacies $2.22		
Estimated New Prescriptions Filled in 365 Pharmacies	2,625,000	
Estimated Prescription Refilled in 365 Pharmacies	1,253,000	3,878,000

Counties

Average Number New Prescriptions Filled in 148 out of 337 Pharmacies	11,477	
Average Number Prescriptions Refilled in 148 out of 337 Pharmacies	5,637	17,114
Average Price of Prescriptions in 148 out of 337 Pharmacies $2.40		
Estimated New Prescriptions Filled in 337 Pharmacies	3,860,000	
Estimated Prescriptions Refilled in 337 Pharmacies	1,899,900	5,759,900

State

Estimated New Prescriptions Filled in 702 Pharmacies	6,485,000	
Estimated Prescriptions Refilled in 702 Pharmacies	3,152,900	9,637,900

Cooperative Activities

The Board maintained membership in the National Association of Boards of Pharmacy, and was represented at the annual meeting, held in conjunction with the annual convention of the American Pharmaceutical Association, in Los Angeles, California, on April 21 and 22, 1958, by Mr. Alexander J. Ogrinz, Jr. and Secretary-Treasurer F. S. Balassone.

The Board also maintained membership in the Conference of Boards and Colleges of Pharmacy of N.A.B.P. District Number Two, comprising the States of New York, New Jersey, Pennsylvania, Delaware, Maryland, the District of Columbia, Virginia, and West Virginia. The annual meeting was held at Pocono Manor, Pennsylvania, on October 25 and 26, 1957. The Board was represented by Alexander J. Ogrinz, Jr. and Secretary-Treasurer F. S. Balassone.

Finances

All funds of the Board of Pharmacy are deposited to the credit of the Treasurer of the State of Maryland, and disbursements covering the expenses of the Board are paid by voucher by the State Comptroller.

MARYLAND BOARD OF PHARMACY

Statement of Receipts and Disbursements for the Period from July 1, 1957, to June 30, 1958

Receipts

Balance with Comptroller, July 1, 1957		30,937.14	
Students' Registration Fees	76.00		
Examination Fees	2,300.00		
Reciprocal Registration Fees	1,300.00		
Certification Fees	21.00		
Duplicate Certificate Fees	35.00		
Manufacturers' Permit Fees	680.00		
Pharmacy Permit Fees	2,448.00	6,860.00	37,797.14

Disbursements

Salaries and Wages of Employees	2,974.96		
Communication	173.00		
Travel	1,020.00		
Contractual Services	1,230.34		
Supplies and Materials	573.35		
Equipment—Additional	249.65		
Fixed Charges	100.33		
Refunds	50.00	6,371.63	
Balance with Comptroller, June 30, 1958		31,425.51	37,797.14

REPORT ON THE SCHOOL OF PHARMACY, UNIVERSITY OF MARYLAND

By Noel E. Foss, Dean

This report, as was true last year, deals with the fiscal year of the University of Maryland, namely, July 1, 1957 to July 1, 1958. I mention these dates because they do not correspond with the fiscal year of this Association.

Enrollment

The enrollment at the beginning of the 1957-1958 scholastic year was as follows:

Freshman	63
Sophomores	67
Juniors	50
Seniors	50
Total undergraduates	230
Special Student	1
Physical Therapy Students	2
Graduate Students	23
TOTAL	256

One freshman was a former student who was readmitted and one sophomore was a former student readmitted. The total number of Veterans enrolled was 28 and the number of undergraduate girls was 24.

The total number of undergraduate students was 13 less than in 1956-57 largely because the decrease in the number of juniors and seniors was greater than the increase in the number of sophomores.

Recruitment Of Students

The Student Recruitment Committee of the Alumni Association continued this past year the splendid work which it initiated last year. The program during the last two years has been presented to the students of 37 high schools, 3 junior high schools, or a total of approximately 4000 students.

Although the School is most appreciative of the excellent cooperation from the many alumni and members of the Maryland Pharmaceutical Association and Baltimore Metropolitan Pharmaceutical Association, I want to particularly thank Mr. H. Nelson Warfield, the immediate past president of the Alumni Association of the School of Pharmacy, and Chairman of the Recruitment Committee of the Alumni Association for the past two years, for his excellent leadership and devoted efforts to this project. He personally presided over 34 of the 37 programs presented these past two years, extending from Cumberland in the west to Salisbury in the east, and as far south as Indian Head. The other participants in the presentation teams for programs varied among the faculty as well as among the retail pharmacists so that Mr. Warfield was the only continuing member of the team. In addition to participating in the programs, Mr. Warfield made many of the contacts that were so necessary for receiving invitations from the various high schools. The Committee and the School invite your continued cooperation in this program and would point out that there are many high schools and junior high schools in which the program has never been presented and for which the program can be arranged only by the members of this audience contacting the principals or guidance counselors of your respective schools.

On April 9, 1958, the School of Pharmacy entertained visiting counselors from Baltimore County schools. The counselors were taken on a tour of our physical facilities, and afterwards the following program was presented to them, including showing of the motion picture, "Time for Tomorrow":

The Pharmacy Profession—Mr. Frank S. Balassone
The Pharmacy Education—Dean Noel E. Foss
The Graduate Program—Dr. Francis M. Miller

Luncheon was served to our guests and members of the faculty in the dining room of the University Hospital.

The meeting was well attended and many favorable comments were received from the visiting counselors as well as from Dr. Anna R. Meeks, Supervisor of Guidance for Baltimore County.

Scholarships

Although Mr. Cooper, Chairman of the Committee on the School of Pharmacy mentioned in his report the freshman scholarships, I would like to express the appreciation of the School of Pharmacy and the University of Maryland to the donors of the respective scholarships, namely, Alumni Association of the School of Pharmacy, Maryland Pharmaceutical Association, Noxzema Foundation, Inc., and the Read's Foundation, Inc. In addition to freshman scholarships, I would like to thank the donors of the funds which provide scholarships for sophomore, junior and senior students, namely, Alumni Association of the School of Pharmacy, Alumni Association of the University of Maryland, American Foundation for Pharmaceutical Education, Carroll Chemical Company, Noxzema Foundation, Inc., and the Read's Foundation, Inc. There has been tremendous interest in scholarships this past year and we feel sure that the publicity and recognition extended the recipients will result in many students attempting to earn superior scholastic records so that they may qualify for the respective scholarships.

The School of Pharmacy also appreciates the Rose Hendler Memorial Loan Fund established by L. Manuel Hendler and family to be used for loans to students in need of financial assistance. Several loans were made to deserving students again this past year, and I am pleased to report that all of them had been paid in full by the end of the scholastic year.

Faculty

Mr. Phillip J. Levine who completed the requirements for the B.S. degree in pharmacy at Rhode Island College of Pharmacy in 1955, and the requirements for the Master of Science degree with a major in pharmacy at our school in 1957, was appointed as Instructor in Pharmacy, effective July 1, 1957. Mr. Levine is continuing to work for the Doctor of Philosophy degree.

Mr. Frank R. Milio who completed the requirements for the B.S. in Pharmacy at our school in 1952 and the requirements for the M.S. degree with a major in pharmacy in 1956, was appointed as Instructor in Pharmacy on September 1, 1957. Mr. Milio is continuing to work for his Ph.D. degree. Some of you may recognize this name as Mr. Milio is the co-author of "Compounder's Column" which appears in "The Maryland Pharmacist."

Miss Margaret Zipp, who completed the requirements for the B.Sc. degree at Rutgers University in 1939 and the requirements for the M.A. degree in mathematics at the University of Pittsburgh in 1948, joined the staff this past year as an Instructor, while Dr. A. W. Richeson, Professor of Mathematics, was on sabbatical leave in Europe. Miss Zipp is an excellent teacher and we were very pleased to have her on the faculty. Although we are sorry that she could remain with us only one year, I am pleased to inform you that Dr. Richeson will return in September to his regular position as Professor of Mathematics.

Mr. Landon W. Burbage who had been Visiting Lecturer at the School of Pharmacy previously was appointed as Bristol-Myers Fellow in Pharmacy Administration during this current year. The School feels very fortunate to be able to continue to have the services of a man with Mr. Burbage's qualifications and prestige.

Mr. Nagindas K. Patel who earned the B. Pharm. degree from the L. M. College of Pharmacy in India, and the M.S. degree with a major in pharmacy at Temple University, was appointed as Junior Instructor in the Department of Pharmacy. He has rendered excellent service this past year while continuing to work for his Ph.D. degree.

Mr. Charles S. Kumkumian who received his B.S. from Temple University in 1944 and M.S. from the same institution in 1951, joined the staff as Instructor in Chemistry effective September 1, 1957. Mr. Kumkumian is working for his Ph.D. degree.

The School of Pharmaqy was extremely fortunate in being able to employ Mr. James P. Cragg, Jr., as Assistant in Practical Pharmacy this past academic year. As most of you know, Mr. Cragg is associated with a very prominent retail pharmacy in Baltimore and brought to our students many excellent techniques and ideas which only a man of his experience could present.

We are proud to announce that Dr. Francis M. Miller, who has been associated with the School for the last nine years and who has been Associate Professor of Chemistry for a number of years, has been granted sabbatical leave for 1958-59. With the assistance of a grant, he and his family will leave for Germany in August or September so he will be able to study and carry out research on important developments in organic chemistry at the University of Heidelberg in Germany.

Graduate Work

The total enrollment in the graduate division decreased from 27 in 1956-57 to 23 in 1957-58. Four students completed requirements for the Master of Science degree and two for the Doctor of Philosophy degree during the year.

The students completing their graduate degrees are already widely distributed throughout the world. One young man who completed the requirements for the Master of Science degree has returned to his native India and is in the employment of a pharmaceutical manufacturing company. A second young man who obtained his Master of Science degree is a career officer in the Navy and is now stationed in Japan. One of the girls who completed the requirements for the Master of Science degree is presently at the Oak Ridge Laboratories of the Atomic Energy Commission for a course in isotopes, and in July will be leaving for Europe where she hopes to observe procedures in hospital pharmacy on the continent, namely, Switzerland, Germany and Italy. One of the young men who completed the requirements for the Doctor of Philosophy degree returned to his native country of Iraq where he is now associated with the University of Bagdad.

Two of the graduate students currently enrolled are fellows of the National Institutes of Health.

Honorary Degree For Dr. Robert L. Swain

The Faculty of the School of Pharmacy was extremely pleased that the University conferred the honorary degree of Doctor of Science at the June 7th commencement at College Park on one of its most distinguished alumni, Dr. Robert L. Swain, class of 1909. Very few alumni of the University receive this distinct honor. The only other alumni of the School of Pharmacy to have received this honor in recent years are H. A. B. Dunning, Frank L. McCartney, the late Carson P. Frailey and the late Robert S. McKinney.

Faculty Activities

Dr. C. T. Ichniowski, Professor of Pharmacology, attended the Teachers' Seminar sponsored by the American Association of Colleges of Pharmacy and the American Foundation for Pharmaceutical Education at Seattle, Washington, in July 1957.

Dr. F. M. Miller, Associate Professor of Chemistry, attended the meetings of the American Chemical Society in New York in October 1957 to present several papers.

Dean Noel E. Foss represented the School of Pharmacy at the Regional Meeting of the Maryland Pharmaceutical Association at Urbana, Maryland, in September 1957.

Dean Foss and Dr. Frank J. Slama, Professor of Pharmacognosy, represented the School of Pharmacy at the meeting of District No. 2, Boards and Colleges of Pharmacy, held at Pocono Manor, Pennsylvania, in October 1957.

Dean Foss attended meetings of the Pharmaceutical Section of the Association of Military Surgeons held in Washington, D. C. in October 1957.

Dean Foss attended the Remington Medal Presentation Dinner tendered to Dr. W. Paul Briggs in New York in December 1957. As most of you know, Dr. Briggs earned the Master of Science degree at the University of Maryland in 1932.

Dean Foss, Dr. B. Olive Cole, Professor Emerita of Pharmacy Administration, and Miss Georgianna S. Gittinger, Instructor in Pharmacology, represented the School of Pharmacy at the Pan American Congress of Pharmacy held at Washington, D. C., in the early part of November 1957. Dr. Cole and Miss Gittinger presented papers and, in addition, Miss Gittinger acted as an official interpreter in Spanish.

Dean Foss and Dr. Slama represented the School of Pharmacy at the winter Regional Meeting of the Maryland Pharmaceutical Association at the New Indian Spring Country Club near Washington, D. C., in January 1958.

Dr. Norman J. Doorenbos, Assistant Professor of Pharmaceutical Chemistry, and Class Advisor to the Junior Class, accompanied the junior and senior students to New York for an inspection of the plant and laboratory faciilties of E. R. Squibb and Lederle Laboratories.

Dean Foss represented the School of Pharmacy at the annual convention of the American Pharmaceutical Association and the American Association of Colleges of Pharmacy held in Los Angeles, California, in April 1958.

Dr. Donald E. Shay, Professor of Microbiology, represented the School of Pharmacy at the annual meeting of the Society of American Bacteriologists held in Chicago in April 1958.

Dean Foss attended the Seventh Annual Rutgers Pharmaceutical Conference held at New Brunswick, N.J., in May.

Dr. Slama represented the School of Pharmacy at the spring Regional Meeting of the Maryland Pharmaceutical Association held at Easton in May.

Members of the faculty of the School of Pharmacy traveled to College Park on numerous occasions during the year to attend meetings of committees, the Faculty Senate, and other meetings.

School Activities

Moving of the facilities from the building at 32 South Greene Street to the new building at 636 West Lombard Street commencing with the Christmas vacation period curtailed the activities usually held during the academic year. The highlight of the activities was the Freshman Orientation held on September 16th in charge of Dr. Leslie C. Costello, Freshman Class Advisor. On October 20th, a panel of students from our school was featured on the TV program, "To Promote Good Will."

Visiting Lecturer

Dr. Arnold H. Beckett, internationally known pharmaceutical chemist and a member of the staff of the Chelsea School of Pharmacy, London, England, addressed the entire student body on March 31, 1958. His comments on the practice of the health professions in England were very interesting and evoked considerable discussion among the students. In addition to addressing undergraduate students, Dr. Beckett also lectured before several seminars planned and arranged by Dr. Norman J. Doorenbos, Assistant Professor Pharmaceutical Chemistry.

Student Activities

Student activities this past year included two dances at Friendship Airport, a picnic at Herring Run Park in May, the Senior Prom at the Blue Crest on June 3rd, and the Fifth Annual Convocation of the School of Pharmacy at the Westminster Presbyterian Church on June 4th. In addition, the seniors visited the headquarters building of the American Pharmaceutical Association in Washington, D. C., and the pharmaceutical and research facilities of the National Institutes of Health at Bethesda, Maryland, on April 16th. On April 18th, the senior class visited the H. B. Gilpin Company in Baltimore to observe the functioning of a wholesaler.

Alumni-School Of Pharmacy Joint Activities For Students

The Alumni Association sponsored the Eleventh Annual Frolic in November at the Alcazar, and the Annual Alumni Valentine Dance on February 13th. All students and faculty were invited as guests of the Alumni to the Dance.

On June 5th, the Alumni held its Annual Banquet and Dance at which members of the graduating class and their guests were invited as guests of the Alumni Association of the School and the School of Pharmacy.

Student Government Alliance

The Student Government Alliance under the leadership of its president, Mr. Miles E. St. John, and the other officers for 1957-58, had an excellent year. The relationship between the Alliance and the Administration and Faculty of the School of Pharmacy was most cooperative.

Buildings

School of Pharmacy:

The new building of the School of Pharmacy was completed in November 1957. The Departments of Pharmacognosy and Pharmacy Administration moved into the new building during the Christmas vacation period. The administrative offices and the Department of Pharmacology and Zoology-Physiology were unable to move until after commencement because of the delayed delivery of the new laboratory furniture needed for the respective departments. The old laboratory furniture brought over from 32 South Greene Street has been or will be refinished, and it is believed all departments will be completely installed by the opening of the Fall term in September 1958. While visitors are always welcome, we have not extended any special invitations to visit our new accommodations because of the turmoil and delays involved in the installation of new furniture and equipment. It is planned to have an Open House in the fall in connection with the dedication of the new building which is to be named after Dr. H. A. B. Dunning.

Library:

The contract has been awarded for the new million-dollar library building and construction has already commenced. It is planned for the building to be completed by the early part of 1960.

Baltimore Union Building:

The contract for the one million four hundred thousand dollar Baltimore Union Building has been awarded and construction has commenced. It is planned that the building will be completed in the late fall of 1959.

Five-Year Curriculum

As reported to you last year, freshman students will be accepted in the School of Pharmacy for the four-year course for the last time in the fall of 1959. Commencing in 1960, the University of Maryland School of Pharmacy, like all other accredited schools of pharmacy, will change over to the five-year course, with only the last three years of the course being offered on the Baltimore campus. Since the first two years of the five-year course will not be offered on the Baltimore campus of the University, students will need to complete the first two years of the curriculum at the College Park campus of the University or any other accredited college or university. The administration of the University is of the opinion that a considerable number of the students will complete the first two years of the pre-professional part of the curriculum at accredited junior colleges.

Although students who commence the first year of the five-year course in 1960 would not normally enroll in the last three years of the professional part of the curriculum on the Baltimore campus until 1962, the School of Pharmacy will commence in 1961 accepting students that have completed the two-year pre-professional curriculum. This plan will permit the graduation in 1964 of some students who have completed requirements for the five-year program.

Conclusion

I want to extend my sincere thanks and deepest appreciation to Mr. Morris L. Cooper and Mr. Halcolm S. Bailey, Chairman and Co-Chairman, respectively, of the Committee on the School of Pharmacy, as well as their respective committee members; to the President and officers of the Maryland Pharmaceutical Association and the Baltimore Metropolitan Pharmaceutical Association, and especially their Executive Secretary, Mr. Joseph Cohen; the President, Mr. H. Nelson Warfield, and the officers of the Alumni Association, and particularly its secretary, Dr. Frank J. Slama, for their assistance and cooperation this past year. The support of these organizations, including their respective members, has been of inestimable value in enabling the school to continue to make progress this past year.

Vice President Block then called upon Second Vice President Gordon A. Mouat to preside and act as moderator for the panel discussion entitled:

OPERATION PROFESSIONAL PHARMACY

Vice President Mouat opened the discussion with the following introductory remarks:

First of all, I would like to bring to your attention the excellent professional pharmacy display at the rear of this meeting hall. This is the work of Aaron M. Libowitz and the Professional Relations Committee. The theme is "Do's and Don'ts in the Prescription Department".

Yesterday, Moderator Goldfeder in his opening remarks, referred to modern pharmacy as being both a profession and a business. Like the chicken and the egg incident, I shall not try to determine which came first, the profession or the business.

Rather, we shall present to you today, through our panelists, who are well versed in every facet of the professional aspects of Pharmacy, the development of professional Pharmacy and the role that it plays in the health and well-being of the community.

No one will dispute that the prescription department is the backbone, the very strength in the overall drug store picture. The larger the prescription and drug department volume, the stronger the in toto structure of the entire operation.

Are today's drugs and methods better than yesterday's armamentarium of fluidextracts, tinctures, decoctions and infusions? Are there too many drugs on the market? Are the prices too high? Do we have to be educated to count pills and pour liquids? What does the public and the allied professions expect of us as pharmacists? How can we make a profit?

I am sure you and I have been confronted by these questions many times. I feel confident that our panel will enlighten us during the course of their presentation. As moderator, I ask you to be attentive. Jot down your questions as we go along. The panel discussion will be followed by a question and answer period from cards only. No questions from the floor please. If you wish, you may direct your question to a specific speaker.

It now gives me great pleasure to present the panel.

Our first panelist is: Carl K. Raiser, Director of Distribution for Smith, Kline and French Laboratories, who has for more than fifteen years, dealt with the problems of the ethical pharmaceutical industry. His insight into these problems and his broad industry knowledge has earned for him a place on several industry organizations. He is President of the National Pharmaceutical Council, a member of the Board of Directors of the Health News Institute and the American Foundation for Pharmaceutical Education. Mr. Raiser joined Smith, Kline and French in 1942. In 1945, he joined the Trade Relations Department and, three years later, became department manager. He has been Director of Distribution since 1955. Mr. Raiser.

CARL K. RAISER
DIRECTOR OF DISTRIBUTION
SMITH, KLINE AND FRENCH LABORATORIES

One thousand eighty prescriptions were filled in drug stores in this country during the one minute Gordon Mouat took to introduce me. Furthermore, more than two billion dollars worth of prescriptions will be filled in American drug stores this year. Looking at it another way, the money that will be spent on prescriptions this year alone is enough to buy a twenty thousand dollar home at the shore for every retail pharmacist working today in the U. S. These are examples—dramatic examples—of the importance and size of today's prescription business. However, as you well know, prescription business has not always been this big! As an example of this, just twenty short years ago one hundred forty million dollars represented the sum total of the annual prescription business. From one hundred forty million dollars to two billion dollars in twenty years is a growth record few other industries can match. This growth and the reasons for it are the heart of our discussion today.

In examining the reasons for this growth of your Rx business, I could cite such things as expanding population, higher living standards, greater medical awareness, more doctors, but all of these taken collectively, do not equal in importance the real reason—the fundamental reason—which is the continued development of newer and better therapeutics for the treatment of disease. These therapeutics are drugs often called "Twentieth Century Miracles." Miracles that have defeated pneumonia and tuberculosis—that have uncrippled the arthritic, and that have freed the mentally ill. The drugs that have done this, and the industrial pharmaceutical research that produced them, are the reason your prescription business is what it is today.

There is no question but that the retail pharmacist has had a compelling influence on the growth of the prescription business, but there is also no question that this growth would not have been possible without the pharmaceutical manufacturer and his new products. These new products, and the research behind them is, in essence, the role the pharmaceutical manufacturer has played in the development of your prescription business.

I'd like to tell you why I think so.

As I see it, the growth of prescription business is coupled directly with the growth of the pharmaceutical industry over the last twenty years. I say "last twenty" because in this span more new drugs have been introduced than in the entire preceding history of the industry.

I am sure we all know that today's prescription business is the direct result of the discovery of new specifics for the treatment of disease, brought about by the research efforts of the pharmaceutical manufacturers. Perhaps, though, we can get a better idea of industry's contribution if we go back to 1938, the close of the pre-war era. I choose 1938, not just because it gives us an even twenty year span, but because it was the first year we really felt the impact of the sulfas—the curtain raiser on the miracle drug drama.

What were the big prescription products in 1938?

Even those of you not engaged in retail pharmacy at that time might remember some of them. What were they? . . . the sulfas, the salicylates, the bromides. How many prescriptions did the average pharmacy fill in 1938 for these and many others like them? By today's standards it wasn't many, but how many of us remember what it was—twelve prescriptions a day. The average price for these twelve was eighty nine cents and annual prescription sales for the average store approximated four thousand dollars. The entire prescription business in the United States in 1938 totaled exactly one hundred forty million dollars, equal to the prescription volume done today in just four states: Maryland, Pennsylvania, New Jersey, and Virginia.

The contrast between 1938 and 1958 is rather clear. Since 1938, your average daily prescription count has almost tripled. Your average prescription price is $2.93. Your average annual prescription sales have jumped to thirty five thousand dollars a year and today's ethical Rx business approximately is two billion dollars. **This is the measurement of the growth and development of the prescription business!** But, is it also the measurement of the manufacturer's role in its development? The point is that it would be impossible to produce the drugs that created this volume without the research, the skills and the production methods pharmaceutical manufacturers used to produce the drugs for the treatment of disease.

Let's take a look at some examples.

The sulfonamides were not a discovery of the American pharmaceutical industry, but the efforts of the American pharmaceutical industry made mass production and product availability possible. The sulfas opened the anti-infectives market. This market today, of which the antibiotics by far are the largest part, is almost four hundred million dollars—over twice the size of the entire prescription market in 1938. This market alone, accounts for twenty-five per cent of your prescription dollar volume—volume, produced by break-throughs in pharmaceutical research, that just wasn't there in 1938.

Let's examine some others.

You and I know what the steroids mean to at least two million people. Annual steroid sales today are over eighty million dollars. The steroids, discovered and produced by the pharmaceutical industry, were another step in making your prescription business what it is today. More prescription business that just wasn't there in 1938.

Tranquilizers are another illustration of a prescription market created by discoveries of the American pharmaceutical industry. We are all aware of what tranquilizers have done, and what they are doing, especially in the field of mental illness. This tranquilizer market—the newest of our giant markets—now approximates one hundred million dollars. Another market that didn't exist in 1938, and which, thanks to pharmaceutical research, does exist today.

The antibiotics . . . fifteen years old, the steroids . . . ten years old, the tranquilizers . . . four years old, are three examples of the giant strides pharmaceutical research has taken in the treatment of disease, and three examples of why you enjoy the prescription volume you do today.

1938's one hundred and forty million dollar prescription volume is 1958's two billion dollar volume. And here I would like to make another point.

Today's prescription market . . . two billion dollars. You now compound, as you know, less than 10% of your prescriptions. You and I have both heard, on occasion, nostalgic yearnings for the good old days of compounding. I'd like to ask you this: if you were compounding 90% of your prescriptions, how many prescriptions do you think you could fill in one day? This being so, what do you think your 1958 profit picture would be? I don't think I need dwell on this too long—simply without the research break-throughs and medical advances, and the mass methods of production, made available by the American pharmaceutical industry, today's two billion dollar ethical market would not be possible.

I think I've shown, clearly I hope, that the pharmaceutical manufacturer has, through the development of new compounds, made your prescription business grow by increasing your prescription volume. A corollary of this growth of prescription volume is the growth and development of professional selling methods which are very much a part of the story and which now brings me to the second part of our discussion.

Someone once said that if you build a better mouse trap, the world will beat a path to your door. I don't take any particular delight in shooting holes in so-called truisms, but I would like to ask if anyone here really believes this old saw to be true. I, for one, don't.

Perhaps it makes more sense if we look at it this way.

I think that if either you or I were ever fortunate enough to discover the long sought panacea, and then made the mistake of sitting back in happy security—after all, we just discovered the greatest thing in the world—and waited for the world to come to us, we would have a **long, long** wait. Simply, the greatest medical discovery of the ages would be of little value in the elimination of suffering and disease if information concerning its indications, contraindications, dosage and availability, were not made known to physicians and pharmacists. This business of product information is as important—if not more important—than the product itself, and nowhere is information more important than in our industry.

Which brings me to the medical representative and the part he plays in promoting your prescription department.

Prescriptions—five hundred seventy million filled annually—that's a lot of prescriptions, and they don't just happen—they're generated: some by direct mail, some by medical articles, some through your efforts; but most through the efforts of the medical representative. Both you and I know that a medical representative stands behind almost every prescription that comes into your prescription department. Admittedly, his details promote his employer's products, but every detail he gives also promotes **your** prescription department.

In a way, I imagine we could sum up the representative's role quite simply. He promotes the product to the profession; therefore, he creates the demand. But, discharging his contribution that easily would be to him, and to you, a gross injustice and an error I do not intend to make.

I think I just said the medical representative's job is to create the demand for the product. Let's examine this because **this** is the part he plays in promoting **your** prescription department.

This business of creating the demand sounds easy if you say it quickly, but I wonder how many of us ever stopped for a moment to consider just how he goes about it, and what he does to create this demand. I know that we are all generally familiar with detailing—I stress **generally**—and I know that most of us are generally aware that pharmaceutical detailing today is quite a business. How big a business? Well, there is one medical representative for every ten physicians and for every 2½ pharmacies in America today. I'd say that's quite a business. Consider that—**one representative for every ten physicians and for every 2½ pharmacies.** I think it's amazing! I don't know of an industry in this country, or any other country for that matter, that can come **close** to approximating this degree of highly specialized, yet highly concentrated, promotion.

I hardly need tell you that this degree of concentrated promotion has not always been so. We have always had detailing, but the quantity of medical representatives today is a fairly recent phenomena. Furthermore, there is a definite parallel between the increase in the number of medical representatives and the increase in your prescription business. For example, the industry mustered but a handful of representatives in 1938, consistent though, with the size of the industry at that time. With the great new products came a greater need to disseminate the product story and therefore, the number of medical representatives grew—grew to two thousand representatives by 1948, and to the more than fifteen thousand medical representatives that make today's two billion ethical volume possible. In a case like this, it is almost impossible to determine which was the chicken and which was the egg—the products of the representatives—but it is certainly so, that today's pharmaceutical market is a direct result of each complimenting the other.

Knowing this quantity story though, is not in itself enough, because I think it's also necessary to know the quality story: the story that concerns the preparation, the strategy, the planning, and finally, the execution, that goes into a successful detail promotion; and, if you will, a successful promotion for your Rx department.

A successful detail is not something that is left to chance. Perhaps I can best illustrate this by getting down to cases and examine the role our representatives played in the promotion of our newest introduction—"Temaril'.

I reluctantly chose an SKF example because I felt that a practical illustration was the best way to develop this point. Please consider this, though, to be representative of the field force activities of all ethical manufacturers.

When it became evident, as 'Temaril' moved through its clinical trials, that the drug would see the light of day, we in Philadelphia began to assemble all the product information, literature, and scientific information our men would need to promote the product. The representatives (across the country) then took this material, studied long and hard, and learned all about 'Temaril'. Please keep in mind, by the way, that this study, this preparation, this learning, doesn't come easy, and it all comes after hours. I personally don't know of a medical representative in the business today who works just eight hours a day. After he had mastered 'Temaril', every representative then attended a meeting in his region (we have thirty-two regions across the country) held to obtain the benefit of the representatives' thoughts and ideas as an aid in determining the strategy, the presentation, and the background information needed to successfully promote 'Temaril'. In addition, his advice was sought on the props and the samples needed to do the job.

I would like to make a point here that I consider quite necessary—we are all well aware of the demands made on your physicians' time, so we do everything in our power to tailor our presentations accordingly. Always, our objective, as with all manufacturers, is a presentation that will tell the physician, in the least amount of time, everything he needs to know about the product.

When the opinions of all our representatives were shaken down (four hundred opinions), a presentation was prepared and tested. When the test results were in, whatever changes were needed, were made, and finally, the representative was ready to promote.

What did he do then? Go see his doctors? Not quite yet.

First, as far as we at SKF are concerned, he had to make sure that you, the pharmacists in his territory, had been notified about 'Temaril'. We all know that nothing could undo our promotion faster than to have prescriptions presented for products you know nothing about, so it is our policy at SKF to notify you folks one full week before we announce a product to your doctors. It was up to your representative to make sure this had been done. How did he do this? He used a simple technique, which we think works effectively. Each representative is on the same announcement mailing list with the pharmacists in his area, so that when he gets his retail announcement he knows that unless something went astray in the mails, you had been notified. Once he was sure of this, he then started to promote his doctors. But even now, he had to plan again, because just seeing doctors is not enough. He had to think a little bit about whom he wanted to see. For example, if a new drug is of such a nature that the influence of several of the leading local physicians or specialists would aid his promotion, he should see these key men first. In 'Temaril's case, the dermatologists were very obviously the first people he wanted to talk to, so he started out with them.

Statistically, his performance is pretty darn impressive. I say "is" because he's promoting 'Temaril' right now! During the first month (it just ended the twenty-third of June) he (categorically) saw about eighty thousand doctors—the bulk of the good prescribers. In Maryland alone he has given over one thousand and five hundred details—one thousand and five hundred personal selling prescriptions. As I mentioned earlier, I don't think any other industry can come close to executing such a comprehensive, yet highly **personalized** campaign. If his efforts are successful, and if 'Temaril' will do what we believe it will do, your prescription department is now seeing the results.

During the past thirty days, each representative in our field force saw all of his physicians and gave exactly the same presentation. Naturally, he is not alone. He is supported in his efforts by an extensive mail campaign, by extensive Medical Journal and Pharmaceutical Journal Ad campaigns, and by exhibits and television programs at Medical Conventions. Hopefully, all of this will enable the medical world to beat a path to your, and to our, doorstep. Certainly the medical representative works for the pharmaceutical house, but in a larger sense, he is also working for you, and **that** is the part he plays in promoting your prescription department.

We have examined the pharmaceutical manufacturers' part in the development of the Rx business through the development of modern therapeutics for the treatment of disease, the part the medical representative plays in promoting the Rx department, and now I would like to spend a moment or two discussing the development of better professional and customer relations on an ethical professional scale.

All of us are interested in better professional and customer relations; in fact, that is why we are here today. Furthermore, considerable attention is being paid to the techniques, ideas, and suggestions that can produce results in this area. Excellent stories on this subject are found in almost every issue of your journals. I thumbed through the last two issues of the N.A.R.D. Journal, the A.Ph.A. Journal and Drug Topics and noted at least ten. There are also some fine books, such as "Public Relations for the Pharmacist" by William H. Hull, and Lou Kazin's excellent series in Drug Topics that can be valuable references. All of these stand ready and willing to help you.

Essentially, what you **must** do is insure that your physicians think of you every time they think of a prescription. In effect, then, you have always got to keep your face in front of your doctors, because if you don't, someone else will. Really, in the final analysis, there are only about three good ways you can do this, and in effect, all three are part of detailing. For one thing, you can stay in front of your doctors by sending them on a regular basis a general news letter type promotion piece. A very good friend of mine in Chicago gets excellent results from this. For another, you can keep your name and face in front of your doctors by direct mail campaign and this need not be expensive. Many manufacturers have product announcement cards readily available. Post card announcements on new products, or announcements on therapeutic information and product changes continually tell the doctor that you are a pharmacist—and this is good. Or, you can contact your doctors personally on a regular basis, and here I am not specifically recommending product detailing.

Product detailing may be fine for some, but not for others. However, when you contact your doctors, don't just drop in to say hello—have something concrete to discuss with them.

The point is that you, and only you, can select the approach best suited to your needs and put it to work. If you do this—if you do this intelligently—if you follow a plan, there is no question that you will have better professional relations. Moreover, the pharmacist with good professional relations will automatically have good customer relations; and those who do, will never have trouble selling themselves or their stores as symbols of professional pharmacy who can be respected for their knowledge, professional stature—and success.

Mr. Mouat then introduced the second member of the panel as follows:

Our second member of the panel is: Dr. Frederick D. Lascoff. Dr. Lascoff is a graduate of Columbia University College of Pharmacy. He has been associated with the firm of J. Leon Lascoff and Son, Apothecaries since 1923 and is the President of that firm today as well as of Lascoff Laboratories, Inc., pharmaceutical manufacturers. He has served as lecturer at Columbia. He has edited several publications on prescriptions and is currently Prescription Editor of "Drug Topics". He has and presently is serving on several committees of pharmaceutical importance. He is a member of many pharmaceutical societies and organizations and served as president of quite a few. I have given you but a brief resume of his accomplishments. He is an acknowledged leader in the profession of pharmacy and well qualified to appear on this panel—Dr. Lascoff.

DR. FREDERICK D. LASCOFF

PRESIDENT, J. LEON LASCOFF & SON, APOTHECARIES

First of all, I want to say at this point, I feel a little insecure. I could use some tranquillizers because, although I feel very much at home here, I am still in the presence of several people in front of whom I feel just a little bit awed. Particularly, I see in the audience a man who makes me feel as though I were carrying coals to Newcastle. I see Dr. Dunning in the audience and ever since boyhood I always looked upon the firm of Hynson, Westcott & Dunning as the place I considered the outstanding pharmacy of America, and I am delighted to see Dr. Dunning here. I am also insecure because my boss, Dr. Swain, is here. Then, of course, I see my old friend Si Solomon who was very active ten or eleven years ago when I had the privilege of talking before this Association. And I can't leave out Mel Strasburger because when I look at that crew haircut of his now, I realize that I am very much like this fellow whom the gentleman described last night got the crew haircut, but somehow or other the crew bailed out.

I want you to know that I am delighted to be here, and I am not too afraid. I also want to thank your hard working Secretary, Joe Cohen, for inviting me to participate in your program today.

My subject eleven years ago was "Pharmacy Faces Today's Problems", and frankly if I weren't afraid that some of you in the audience now had been there and remained awake sufficiently during that talk, I would take a chance and give you the same talk again. Like the fellow who had the job of sorting small oranges from large oranges and cried decisions, always decisions, I too would not be far from wrong in exclaiming, "Problems, always problems are facing Pharmacy". These problems have not varied too much in a decade. If anything, they have become more complex.

Your good Secretary wrote in his first letter to me, and I quote: "Pharmacy has been criticized as a profession of pill counters and liquid pourers. We would like you to present the technique and knowledge required both from the layman and medical standpoint in the practice of modern professional Pharmacy."

At the outset, what we must first do is develop a proper appreciation of our own ability and standing in the professional community. All of the public relations counselors in the country and all of the laws declaring Pharmacy a profession can't help us if we do not conduct our pharmacies and ourselves as truly professional men. So much has been said covering this that I won't bore you by going into the details of the subject at length, other than to remind you that this is of foremost importance.

Let us, however, analyze what we must do individually to gain greater regard by the physician and the public at large. Let's simplify the matter by asking ourselves two important questions which to some may sound materialistic, but still exemplify what truly is in the mind of the professionally minded pharmacist who, after all, though idealistic, is also operating his pharmacy to support himself and his family. First question, why should my pharmacy be selected by the patron to have this prescription filled? Second, what can I do not only to be selected, but more important, to have the patron keep coming back satisfied? It is just as simple as that. The answers are not so simple.

Let's see why a patron uses a pharmacy not simply because of convenience. First, the physician or his secretary suggested it. Second, people in the community have spoken highly of the pharmacy as the place to have prescriptions filled, and by their own observations, due to the professional appearance of the shop and the personnel, approve of it. This importance of appealing to the public is something which must be kept in mind continuously. For I have found in my experience that the public are the ones to shoot for even more so than just the physician, because their loyalty is far greater than the feeling very often of our fellow professionals.

How can he obtain the first, namely professional recommendation? I know some cynics who would say get the doctor a new Cadillac or Thunderbird each year or some lesser form of larceny or bribery. Naturally none of us here agree to this. It is far better to lose the recommendation of a few greedy physicians than the respect of the great majority of physicians and the public. Don't sell the public short. Don't think this practice doesn't leak out. Unfortunately our entire profession, innocent as well as guilty, are still suffering from the Scripps-Howard Chain crusade several years ago. At least we in New York still are. The public today is attracted to the shop in which they feel confidence is warranted, because unusual pressure by the physician is looked upon with suspicion by the thinking layman. He may go once, but unless he is impressed he won't make it a habit.

Now how can physician recommendation be achieved legitimately? These are some of my experiences in this field. First, make the physician feel that after he diagnoses and prescribes he can depend 100% on the availability of the product, freshness of material, and professional integrity of your pharmacy, and fairness of price. Second, advise the physician by simple means such as newsletters, phone calls, visits, etc., of the availability of new therapeutic products in his field. If you can avail yourself of space, create an ophthalmic or dermatologic department or some other special modern idea.

Third, let him know that you maintain an adequate library and file of publications and new drug information. Fourth, help him to understand and explain the **seemingly,** and I stress seemingly, high cost of drugs, so that he in turn can explain the reasons for these **seeming** high costs to his patients. Fifth, impress upon him that all ingredients in your prescription department are bought with quality in mind rather than price alone, and remember that whenever you are tempted because of price to buy questionable items and brands instead of products produced by concerns whose quality and control methods are beyond question. Size of a concern is not necessarily the only basis for quality. You should recall this quotation from Ruskin: "There is hardly any thing in the world that some men can not make a little worse and sell a little cheaper, and the people who consider price alone are this man's lawful prey." Sixth, advise the physician that you have comfortable waiting quarters, seats, ash trays, reading material, so that the patient won't mind waiting, or if necessary, that you are equipped to render a speedy delivery service. This can go all the way from an errand boy right through to what one of my friends out in Kansas does. He has a plane for delivery of prescriptions to his customers. Seventh, have a fair pricing schedule, taking your cost and professional fee into consideration. Let me point out this moment that I was a little upset when I heard the report before of the average prescription price in the State of Maryland.

I have just come back from California from the American Pharmaceutical Association meeting, and I think those of you who may not have been out there and went around and saw what prices were charged for prescriptions, and with a minimum of complaint, that we here in the East have a lot to learn. There is no reason, however, why prices should be alike in every pharmacy. But there certainly should be uniformity in the same pharmacy no matter who of several does the pricing. A variation of 25% between the pricing of two pharmacists in the same pharmacy does not tend to strengthen confidence of the physician or the patient. Now I don't know how far (I should have asked this before) you folks in Maryland have gone as far as prescription pricing schedules are concerned, but that is something which requires a great deal of study and thought. There was an article written in the "West Coast Druggist" of February, 1957: "Come out on Top of Rising Costs", and in this article these two pharmacists discuss the experience with the new San Gabriel Valley pricing schedule. I have here for those of you that want to see them various prescription pricing schedules, and the N.A.R.D. has an excellent price schedule. Mr. Shine has a very fine schedule. "The Apothecary" magazine issued a schedule. I don't care what schedule you use, but for heaven's sake get behind the adoption of some schedule which does not necessarily mean that you have to apply it at every pharmacy in the city of Baltimore. But it is an extremely important thing at least, as I said before, that the prescription pricing schedule be such that in your own pharmacy it is figured intelligently, so that at least you are covering the basic costs plus a return for the professional services which you render all the time, and unfortunately do so very much, gratis.

Seventh, cooperate with the detail man, along the lines of what Carl Raiser said, representing those houses which meet the following standards: First, products developed through genuine research, not the "me too" products or those that add "plus phenobarbital". You know it has gotten to a point, when I had occasion to talk to a friend of mine, and I said, "You know the next thing we are going to hear is we are going to find the newest product luminal with phenobarbital." Second, sell products in cooperation with those houses which sell products to retail pharmacies, not dividing part of it through retail pharmacists and then hungry for the business which they can get from direct sales to physicians of their ethical line; or to go still further, people who sell the supermarket outlets with their over-the-counter or proprietary lines. Always bear these things in mind with whom you are going to cooperate. Third, a fair return goods policy of the house, which will permit, on your part, automatic shipments of their new products, which is something which we follow consistently. We allow any house which has a fair return goods policy to ship merchandise, their new items, without question. Of course, we try to work a policy of sending back an equivalent amount at the same time. That is a question of inventory control, which I am not going to discuss at this time. Fourth, a realistic pricing schedule, which I mentioned before, by the house; and not, as one national pharmaceutical house right now has promoted, or is trying to promote, a food product requiring refrigeration, an unsaturated fatty acid at food store markup based on food store overhead costs where you have to consider low salaried employees or practically no employees in a supermarket, but we are supposed to handle this item. This is a very dangerous precedent. You may say well this is only one item, but it is quite a situation if this goes on continuously, and the quicker this is criticized at whatever chance you have, the quicker you are going to stop the continuous procedure of having an item which costs you eighty cents, and they tell you to sell it for one dollar. That is all right that it costs you eighty cents. I'm not complaining about that, but I don't want to be told, and have the physician told, that this is going to be refrigerated, kept for you and incidentally given free with coupons on top of it, and limit my price to one dollar. Advise the physician of your willingness to cooperate with him on charity cases as something which has been part of our setup from time immemorial.

Now to continue on doing things in cooperation with the medical profession, a little thank you note to the physician when he refers a patient is not only a courtesy, but I found pays dividends. Incidentally, I have come across in my notes here this little card which we sent out to physicians and which several other pharmacists do. You may or may not have seen it. "Dear Doctor, In order to eliminate inconvenience to yourself and your patients, please indicate the refill instructions on all prescriptions." This is something too, which brought to the physician's attention is a good thing. It benefits you, the patient, and the physician, and also lets him know that you will respect his wishes as far as repeating prescriptions are concerned. To continue, a greeting card when you attend an out-of-town meeting or convention, letting the doctor know that you are attending sessions to broaden your pharmaceutical knowledge, is another good will build up. These are nothing new. These are simply reminders, but I always feel that the more we remind one another of these things the better off and the better respect that we will get from the medical profession.

Now let us see how we can appeal directly to the public. I mentioned these newsletters and I brought some along here of the type of letter which we send out. We call ours "Pharmaceutical Briefs for the Busy Physician". Incidentally, you will find here all items of interest particularly of newer products of those houses—and that is part of the cooperation—those houses which meet the requirement such as I mentioned before. We are not particularly bashful here, however, once in a while in mentioning a compounded prescription or formulation which we are in a position to prepare. We do this periodically to let the doctor know that we are still able in our pharmacies to do the things which we learned about at the college of pharmacy and which in many cases are a value to him. I cite one. When hydrocortisone became very popular, some dermatologist might object to certain bases which the manufacturer's product may have had and he wanted a petrolatum base instead of a hydrophylic base, or vice versa, or wanted it in different percentages from the amounts which standard products contained. We showed him not only cost-wise, but by the old term of the "elegant preparation", that we were just as well equipped to prepare an elegant preparation. This was no loss to us and certainly raised the respect which the physician had and reminded him that we are able to compound prescriptions in our pharmacy. I mentioned 'n one of these bulletins here that special formulation. Frequently we receive calls from physicians indicating that they would like to utilize a certain combination of drugs, etc. We remind the physician of these facts, and in this we use a different color each month so that the doctor just doesn't throw it into the trash can right away. Incidentally, to show you that it is regarded by people in the know, I brought along a letter sent to me on June 26th by Joe Watkins, who some of you may knows is the field sales manager for Squibb. He had seen these issues. "First, I want to compliment you on the splendid layout of this publication and for the care which someone has used in the selection of subjects, etc. I would like to bet that the readership of the "Pharmaceutical Briefs" will double the readership of any material that is received from a manufacturer". Now this has a many sided purpose. It shows cooperation with the manufacturer. It gives the physician something of interest and it keeps your name before the doctor, and that is something you must never sell short.

Net let us see how we can appeal directly to the public. The professional outside appearance. Simple, direct signs on the windows, which should be kept clean—no soft drink, laxative, or hair net deals. Your name, with the title, Pharmacist—that is the thing to have on the window. As far as window display is concerned, simple scientific windows, and I know the work Mr. Cooper has done along these lines, so I don't have to tell you what I mean by that. The show globes must be changed periodically unless you are the skillful pharmacist of yesteryear who can make the solution which will remain the same, clear and clean for 25 and 30 years.

Refrain from resembling a bazaar. If you have food service in the pharmacy, use a good ventilating system because food odors do not mix too well with professional stature. It is best to separate the prescription compounding department from the rest of the shop, but keep it open at least shoulder level to eliminate the mystery and suspicion caused by the too often seen signs: "No Admittance" or "Keep Out". The professional appearance of the personnel (and my thunder has been stolen by the excellent display on my right there): white coats laundered, never shirt sleeves; clean hands and fingernails; clean shave, and otherwise regard for personal appearance; no smoking. All of these apply to the boss as well as the employee.

The appearance of the prescription: labeled neatly, carefully, and clean—no fingerprints; the name of the patient and physician spelled correctly. Now these might sound very unimportant, and it is much more important what goes inside, but remember that the label tells the story and Jim Farley's credited with the old saying: "I don't care what they say about me, but see to it that you spell my name right."

Now treatment of customers. Try and spend a little time with the patient, particularly when dispensing a high priced prescription, explaining intelligently the whys and wherefores. Don't just say that will be eight dollars when you hand out sixteen capsules, and expect the customer to cheerfully shell it out. Remember that may be a day's pay with him, and he at least is entitled to an explanation. And along those lines, I might point out that the National Pharmaceutical Council of which Carl Raiser is president, has prepared an excellent publication along these lines which give intelligent answers. It might be a good idea to get a hold of a copy. It is free. If the prescription takes time to prepare, so advise the patient. Don't keep him waiting too long without offering to make a delivery or asking him to call later. Bend over backwards for children. Remember they are customers of tomorrow and besides that, the little monsters are important to their parents, believe it or not. Wherever possible have your name appear on prescription accessories or items commonly used in the sick room to continuously remind them of you—on clinical thermometers, on rubbing alcohol, on massage cologne, on facial tissues, on teaspoons, and pill boxes. You might even go so far as private brand hot water bags or fountain syringes. Every time your name is brought before them it is a reminder. Wrapping paper may also be imprinted.

Cooperate with the patient in preparing records for them of prescriptions filled during the year for income tax purposes. This is becoming an increasingly important thing, and is very much appreciated by the customer, and try and do it in a sensible way and have these little cards which some of the manufacturers supply, or you can get from a printer, on which they can keep all their prescription numbers so that at the end of the year they have them all available. Of course it is a heck of a thing when somebody comes in on March 14th or April 14th and says, "I got a lot of medicine from you this year. Will you give me a statement?" He is a cash customer and expects you to find them. Of course, we have one good way of doing that. We give them the prescription book, and tell them to look through it. They only do that once, and they stop after a half hour. That is a system we have used for years when somebody comes in and wants that prescription that they got three years ago. They don't remember whether it was a pill or a liquid, or a white medicine or a red. But they want it repeated. They don't remember the doctor. "Would you get the prescription ready?" They will be back in 20 minutes for it. Well, we have solved that one by saying, "If you would like to, here are our prescriptions. Look for them." They only do that once too.

Now a get well card sent to the patient's home is a small thing, but often appreciated far beyond the effort and cost involved. I have always found the following to be the best rule to follow to maintain respect of the physician and patient. Give service, but never be servile; and if you keep that as a standard, nobody can complain.

Now all I have said covers what you can do within your own pharmacies. Let's see what you can do in the community. Engage in community efforts, church, synagogue, service clubs, etc. Last, but not least, engage in activities helpful to your college of pharmacy. Show an interest in the maintenance of the college, and go all out in the recruitment of high type high school students to enter the profession which is responsible for your livelihood. I won't dwell on the need for students other than to say that no profession can exist without a continuous supply of the highest quality of young men and women entering our colleges. Encourage your graduates to become interested in local, state, and national pharmaceutical organizations. Too many of these organizations are suffering from tired blood. The future of pharmacy is dependent upon youth. Curricula of colleges of pharmacy are being modernized. Courses are being enlarged to give cultural and business as well as scientific background to the student so that the graduate of the future will not be satisfied with mediocrity. Encourage the college by giving financial as well as moral support to this phase, and I assure you the Pharmacy of the future will not have a problem, but will be unquestionably regarded as a profession on the same high plane as our sister professions in the public health field. I feel that efforts such as these will in the long run be successful. Of course, in its place, some may simply resort to an item I saw in the "New Jersey Journal of Pharmacy", by Harry B. Margolies entitled, "The Pharmacist's Prayer", which I enjoyed reading and I'll just read it briefly:

> "O Lord, deliver us from buyers who know the price of everything and the value of nothing;
>
> Who believe they should get a dollar's worth for fifty cents or who think that cheapness is thrift;
>
> Who ignore the economy of quality, who believe they are getting something for nothing when they pay less;
>
> Who buy things just because they are cheap, and whose god is price.
>
> Give us customers who realize the extravagance of paying too little, who can see the bait in bargains;
>
> Who know the high cost of a low price, who realize that somebody is always ready to make things a little worse, and so a little cheaper.
>
> Above all, teach buyers that a dependable source of supply together with long hours of service is worth paying for;
>
> That courtesy, cooperation and honor in the seller is the buyer's greatest assurance of satisfaction."

But in addition to the prayer, hard work and attending to business is still essential in this era. I am sure that nothing I have said today is world-shattering, but if someone develops some thought from something I have mentioned here, I'll be more than satisfied. Thank you.

Mr. Mouat called upon the third panelist to present the concluding panel presentation, with the following introduction:

"Mr. Rabe has had a diversified background in pharmacy. He has worked as a practicing pharmacist and served as a detail man for two leading pharmaceutical manufacturers. For a period of nearly ten years, he taught Pharmacy Administration at the St. Louis College of Pharmacy. Prior to joining J. B. Roerig and Company, he served as assistent to the Secretary of the American Pharmaceutical Association in Washington, D. C."

The following is a summary of Mr. Rabe's panel presentation:

CHARLES C. RABE
MANAGER OF SPECIAL PROJECTS
J. B. ROERIG and COMPANY

The proprietors of pharmacies are urged to give additional attention to their prescription departments because the steady growth of prescription volume shows no sign of reversing itself.

It is a certainty that prescription volume, both in number and dollar value, will increase, not only from the standpoint of population growth but more specifically because of the $125,000,000 that the pharmaceutical industry puts into research each year to develop new drugs.

The number of practicing physicians is now increasing at a rate of about 4000 a year. The average physician writes about 2.5 times as many prescriptions as he did 20 years ago.

Every pharmacist should have a good idea about what amount of net profit is coming from his prescription department and the amount of money that might safely be put into modernization.

The best way pharmacists can curtail their investment in stock is to pay careful attention to inventory control. Any losses in connection with maintaining inventory of new prescription products should be considered an operating expense in computing prescription prices. Retail establishments in general consider controlled obsolescence as a cost of doing business.

A suggested procedure is to keep a record book of new products, indicating the extent to which they are prescribed and the amount of obsolescence. Also, the pharmacist can keep down these losses by keeping new products in a specific location so that they can be viewed at regular intervals for possible return of unopened packages to the supplier.

Some sort of record-keeping system should be maintained that will give information on movement of new items in order to establish buying policy regarding quantity purchases .

Pharmacists can increase prescription sales and reduce delivery expenses by providing comfortable waiting space for walk-in customers. Such a policy requires an all-out effort by the pharmacist to arrange for prompt dispensing. The customer can be made to wait if he can be assured that the waiting period will be brief, and any conveniences the pharmacist can offer for the patient's comfort will put the patient in a "waiting mood". The pharmacist is the only person on the health team who does not, as a standard practice, provide waiting room facilities for his clientele. Asking the customer to take a seat at the soda fountain can hardly be looked upon as a professional approach. The construction of an elaborate waiting room was not suggested but the pharmacy may be expected to provide one or more reasonably comfortable chairs for patients in a non-traffic area that will provide some degree of privacy.

In calling on nearly 1,000 physicians and dentists in a detailing or market research capacity, there was not a single instance where these professionals did not provide such facilities.

Delivery expenses as shown in some national surveys of drug store expenses can be grossly misleading. Actual expenses for a prescription delivery may exceed 50 cents, and in some areas may run as high as 75 cents.

How to reduce delivery expenses is a problem of the first magnitude. The original intent and purpose of delivery service was to accommodate invalid and home-confined patients, but the American public has long demanded more extensive delivery services in connection with almost everything it purchases. Many pharmacists have invited the extra profit-diminishing expense through advertising "free prescription delivery".

Most other operating expenses tend to be fixed. Hence the only way to reduce their impact is to increase sales.

The well managed prescription department is the soundest and most profitable department within the average retail drug store.

Vice President Mouat commented on the excellent nature of the panel presentations of the three panelists and asked for question cards from the audience.

The questions and answers follow:

Question: Have you had any experience in formulating meetings between pharmaceutical and medical groups?

Dr. Lascoff: I have had a little experience along those lines. I have watched that sort of thing being done in different parts of the country, and in each case it has been a highly satisfactory endeavor because when people break bread, particularly if it is a dinner meeting, there is an entirely different relationship created between the two professions. Unfortunately, these things are not always handled too well. One of the most successful arrangements I have ever seen is whereby in small groups on a county level, the pharmaceutical group has as their guests physician friends from the area, and provides as part of the show, shall we say, a good speaker on something of interest to the physician. I witnessed such a meeting in Philadelphia several years ago, and the speaker of the evening was Dean Tice of the Philadelphia College of Pharmacy and Science. Dr. Tice gave an exceptionally fine talk on new products, not (with all due respect to our manufacturing friends) just talking about the advantages of these drugs, but also pointing out certain side reactions, toxicity, and contra-indications for these drugs. He handled it so well, that I am sure that a very fine relationship was built up by the pharmacists in that area. That is something that can be done, but must be done carefully; and besides, give physicians some food for thought afterward to build up and maintain the respect for the profession of Pharmacy.

Question: Why doesn't your company send the pharmacist a sample package of your new drugs as it does for the physician?

Mr. Raiser: The sample sent to the physician should be used for a small clinical trial for a patient. You can't promote a product without providing the physician with a sample. We don't believe in over-sampling. With regard to why the physician gets the samples and not the pharmacist, I could be facetious and ask that if we sent you a free sample would you give it away to the patient or would you charge for it? I think you would charge for it.

Dr. Lascoff: This has been one of my favorite beefs, so I can't just sit here without saying something about it. I think conditions have been corrected to a great extent in the last few years. Now again I don't think it is fair to the speaker who has been good enough to come here from a certain house. I have at times talked to not as friendly an audience as this. I have talked to manufacturers groups who wanted to know your reactions on the firing line as to samples. I, for one, feel that the pharmacist should assist the detail man in telling him who the sample grabbers are in the area. The manufacturer is very happy to hear that. The representative is anxious to hear that. As far as indiscriminate sampling—giving packages of 100 or 1,000—that should only be given to a man who is doing a clinical survey, not the doctor who is making his fee of ten dollars seem that much less by handing out the medication for free. The manufacturer does not benefit by it. The retailer does not benefit by it. The only one who benefits by it is the doctor in kidding the patient to think that he is getting something for nothing. The practice of some manufacturers of giving a new product in sufficient supply for two days makes it helpful, in my opinion, to the pharmacist because he is able to supply an initial quantity. I think he is entitled to be paid for it because he is rendering a service. It won't be sufficient to fill the needs of the patient, so the pharmacist has to go out and buy a trade package. The physician has the patient get the medication that he wants and not have the pharmacist call the physician and tell him he does not have the particular brand in stock. Now I think the policy of a small number of items on a sample—a sight sample, so that the physician knows what the drug looks like, is a good one. No longer do you see bottles of a 100 or pints handed out by the dozens. There are still a few who do it, but nobody benefits by it.

Question: What pricing schedule is used in your pharmacy? How would you handle this? When charging $1.75 for a thyroid prescription, being informed by the customer that she paid .70 cents in her former town for the past 14 years.

Dr. Lascoff: I am not that stupid that I don't realize that there are certain items which have to be handled realistically—the thyroid prescription, the phenobarbital prescription. The situation, for example, when Walter Winchell announced about the horrible black market in Miltown tablets and said that these shouldn't cost more than nine cents a tablet tops. These things have to be considered in a prescription pricing schedule, but not all of your prescriptions are thyroid and not all are phenobarbital. I was so impressed with the pricing schedules used in California, that when I came back from California, I revised our pricing schedules to as closely approach these schedules as possible. For example, they had as a minimum price a year ago $1.00. When their costs went up, they raised their minimum to about $1.50. Every minute of the pharmacist's time costs a certain amount of money—whether he goes to the drawer, gets out the pills, counts them out, makes sure they are the strength tablets which were prescribed, whether he has to call the doctor on repeat prescriptions as to refilling thyroid or phenobarbital, mail the prescription to the doctor for a signature (and the doctor won't mail it back unless you enclose a stamp). If you ever figured what the phenobarbital prescription cost you and the service you are rendering, you would come to this same conclusion. Frankly we will not fill a prescription for less than $1.00 even if there be less than 6 tablets in the prescription and that is something you will get kicks about. You will get an occasional complaint, but you still will be running your business on a sound, profitable basis.

Question: There is no complaint about adding a really new preparation to inventory, but can you justify adding Tincture of Belladonna to create an inventory item?

In the case of antibiotics, especially, if a new complex of the original is found to be superior, why are the less active and presumably less effective ones continued in the market?

Mr. Rabe: I would like to take the question in reverse order. I think that all of us have found through experience with the older product that there are some physicians who would still prefer the older product, and the pharmacist then gets a prescription for that item he doesn't have and then he is lost. I think that you would find, too, that a complete withdrawal of existing products would tend to add on to the cost of medicine.

Now as to the first question about adding Tincture of Belladonna to an existing product to create a new one, I feel that the manufacturer must have his specific reason. He has a right to market products. I don't think it is necessarily to insult the pharmacist. Certainly the pharmacist can compound accurately. I spent a number of years in teaching and I know what is being taught and what is being practiced out in the field, but there are many aspects of manufacturing I think would provide for an even greater degree of accuracy and more uniformity. By and large, pharmaceutical sales are pretty much guaranteed. The pharmacist, who keeps close control of his inventory and who will tell the detail men of items which are not moving, does not have a problem. I have known detail men who have exchanged among the pharmacists of an area one product for another according to what is moving in a particular area.

Question: It might be desirable to have a practicing pharmacist have something to do with the packaging and labeling of products. What is the opinion of the manufacturers of this idea?

Mr. Raiser: In the case of Smith, Kline and French and many other manufacturers, the research and development staffs employ many pharmacists. They would like to be able to get more. The pharmacy division is one of the most important, concerning itself with the longevity, stability, incompatibilities, and other aspects of the new products.

Dr. Lascoff: Practicing pharmacists have been invited by Smith, Kline and French Laboratories. They met with top management and discussed the gripes of pharmacists. The importance of size of packages, different strengths, etc., were taken up. Many improvments have resulted. Far sighted manufacturers are realizing this, but more of this needs to be done.

Mr. Rabe: I would like to emphasize the truly professional services we perform. Pharmacists are using their heads more today than the pharmacists of yesterday. We are living in an era when every emphasis is placed upon efficiency, of giving the greatest number of goods to the greatest number of people at the lowest possible cost. We are rendering a true professional health service. We have all saved at least three and one-half million people who are walking the streets of America today who would not be alive had it not been for these advancements in Medicine and Pharmacy which all of us have participated in.

Question: What do you predict for Pharmacy in the next decade? What is your prediction for the future of the small neighborhood pharmacy in view of the large inventory and payroll in today's economy?

Dr. Lascoff: I think the so-called one man store is going to have a difficult time. I think you will see more and more of two pharmacists working together, putting their capital together, also their ability. I think you won't have the long hours that you had ten and fifteen years ago. High salaries will force partnerships, and I think that that will be the solution. I don't think that the community drug store will suffer a great deal. Most physicians have emergency items in their bags. Store hours are being cut. In our area, for example, the stores which were open from seven A.M. to twelve P.M. at night, in many cases are open from nine to nine. On Saturday, they are open shorter hours, and closed on Sunday or every other Sunday. You will find a much better situation there. I don't think one man will be able to operate a pharmacy of the future. I don't think it is for the best interests of everybody, including that pharmacist himself. This is just the beginning, as Carl Raiser pointed out. Pharmacy has tremendous opportunities, but you have got to be sensible about it, too, and think in terms of your own health as well.

Mr. Raiser: I actually think that Pharmacy in the next ten years will not be like anything we can visualize today. It will depend on how much we are encroached upon by the Federal Government in research activities and on the socialization of medicine, which is not only going to hit the manufacturer, but also hit retail pharmacy. In spite of what each one of us can do, our population is increasing at the rate that by 1965 there will most probably be 200 million people in the United States. That is a potential. In view of the fact that everybody is so drug conscious today, our prescription business can't help but increase. Someone already mentioned the figure of $125 million a year being spent on research by the manufacturers. If we are going to stay in business, every company is going to have to increase expenditures for research so that the benefits will come forth in the form of new products, which as I have tried to show by these slides today, have meant an increasing prescription volume. Now all of this is despite anything that retail pharmacy can do, and the future in my mind, has never been rosier for the man Dr. Lascoff just described, who is willing to adapt himself to our new methods of distribution, bringing these new products to the public. Now those figures that I have just discussed are not pulled out of the air. They have been documented by Dr. Swain and Dr. Paul Olsen of "Drug Topics". The Labor Department Bureau of Statistics has them catalogued as something to look forward to. I don't think that anyone would disagree that with an increase in population, an increase of research expenditures, and the cooperation of the retail pharmacist, Pharmacy in the future is going to be much better than it is today.

Mr. Mouat expressed his appreciation on behalf of the Association for the rewarding and stimulating program resulting from the panelists' talks and the question and answer period.

Mr. Mouat turned the chair back to Vice President Block.

Vice President Block, upon resuming the chair, announced, "At this time I would like to recognize one of our very distinguished members, Dr. H. A. B. Dunning."

Dr. Dunning responded with the following remarks:

"Mr. Chairman, You are very kind. I have thoroughly enjoyed this meeting. I thought that your panel was a splendid one, and the several addresses were fine. I am personally greatly gratified to feel that the State Pharmaceutical Association has improved so greatly since I first participated in its activities and I have become very proud of it. There are some things that we did fifty years ago that were better than some of the things we are doing today, but you have made advances, and other states have too, that we would probably never have made, having had to survive as we did in those days. You don't go too far beyond our thinking fifty years ago. We had more prestige in Pharmacy a long time ago than we have today. There were reasons for that, but I can't tell you new ones. Thank you."

Secretary Cohen announced the entertainment features for the afternoon and evening.

A Social Hour sponsored by Henry B. Gilpin Company was announced.

After the drawing of attendance prizes by the Convention Committee, the Third Session was adjourned at 2:30 P.M.

FOURTH SESSION

Wednesday, July 2, 1958

The Fourth and final Session of the Convention was called to order at 11:15 A.M. by President Schmidt.

After the Early Bird Attendance Prizes were drawn by the Convention Committee, President Schmidt announced that the day's session would be primarily a business one, but before proceeding he recognized Dr. Harry C. Byrd, former President of the University of Maryland.

The first order of business was the report of the Nominating Committee which follows:

REPORT OF THE NOMINATING COMMITTEE

Frank J. Macek, Chairman

The Nominating Committee met twice during the year, once at the Kelly Memorial Building on June 3, 1958 and once at this Convention. The meeting on June 3rd was not an official meeting because of lack of a quorum.

The 1957 report of the Nominating Committee pointed out that the Nominating Committee was now a standing committee under the revised Constitution and By-laws that was adopted at the 1956 Convention. With this in mind, the membership was asked to make suggestions. Announcements were made at Regional Meetings, the Committee was listed in the 1957 Proceedings Number of the Maryland Pharmacist as a standing Committee, and the February issue of the Maryland Pharmacist carried a double spread asking for suggestions. Every name that was proposed was sincerely considered by the Nominating Committee.

As a result of the Committee's deliberations, the following slate is being presented for your consideration:

Officers

Honorary President - William J. Lowry - Baltimore
President - Frank Block - Baltimore
First Vice President - Gordon A. Mouat - Baltimore
Second Vice President - Harold M. Goldfeder - Riverdale
Third Vice President - Norman J. Levin - Pikesville
Secretary Emeritus - Melville Strasburger - Baltimore
Treasurer - John F. Wannenwetsch - Baltimore

Executive Committee

Chairman - George M. Schmidt - Elkton

District 1: Eastern Shore
    Halcolm S. Bailey - Ocean City
    William C. Hill - Easton

District 2: Central
    Morris Lindenbaum - Reisterstown
    Donald Fedder - Dundalk
    Edward C. Maisenhalder - Belair

District 3: Southern
    Wayne A. Braden - Silver Spring
    James A. I. Parker - Kensington
    Morris R. Yaffe - Bethesda

District 4: Northern
    Victor G. Mercer - Frederick
    Lyndon B. Myers - Mount Airy

District 5: Western
    William A. Cooley - Cumberland
    Howard E. Cooper - Cumberland

District 6: Baltimore City
    Hyman Davidov
    Frank J. Macek
    Victor H. Morgenroth, Jr.
    Simon Solomon
    Solomon Weiner

Ex-Officio Members

Walter E. Albrecht - Linthicum Heights
Francis S. Balassone - Baltimore
Noel E. Foss - Baltimore
Alexander J. Ogrinz, Jr. - Baltimore
Lloyd N. Richardson - Belair

Under the Constitution and By-laws of the Association, the Executive Secretary is appointed by the Executive Committee. The Nominating Committee recommends the reappointment of Joseph Cohen as Executive Secretary.

The Nominating Committee took cognizance of the expansion and growth of the Maryland Pharmaceutical Association in both activity and membership, it therefore makes recommendation for a constitutional amendment to provide for the addition of a fourth Vice President.

We also wish to present for your approval the following three names as nominees for the appointment of one to the Maryland State Board of Pharmacy. The appointment to become effective as of May 1, 1959 upon the expiration of the term of Francis S. Balassone. We recommend the following three names to be submitted to the Governor:

Francis S. Balassone
Frank J. Macek
John F. Wannenwetsch

Respectfully submitted: Hyman Davidov, Manuel B. Wagner, Lester R. Martin, Lloyd N. Richardson, Albin A. Hayman, Frank J. Macek, Chairman

Upon motion of Alexander J. Ogrinz, Jr. and the second of Charles E. Spigelmire, nominations were closed and the membership directed that a unanimous ballot be cast by Secretary Cohen for the slate of officers.

The nominations for the Executive Committee were moved to be closed by Victor H. Morgenroth, Jr., seconded by Stephen J. Provenza. The slate was unanimously approved.

President Schmidt called on Noel E. Foss, Chairman of the Committee on Resolution, for the presentation of the resolutions adopted by the Committee. It was decided by a motion to read all the resolutions and adopt those not controversial. Resolutions requiring discussion were held out.

After the reading of resolutions by Dr. Foss, Frank Block introduced the resolution commending Dr. Foss's interest in the training of pharmacists and the advancement of Pharmacy.

Victor H. Morgenroth, Jr. proposed a resolution opposing the Forand Bill which aims at extending medical care to beneficiaries of Social Security. Secretary Cohen and Dr. Swain commented on the resolution.

In the discussion on the resolution on the effects of the Durham-Humphrey Act, Simon Solomon spoke in favor of the Act. Secretary Cohen expressed the opinion that the Act was not working very well as there are numerous innocent violations. Mr. Solomon pointed out the resolution is just for a survey of opinions on the working of the Act.

On the resolution concerning imprinted prescription blanks, Frank Block suggested that the resolution be worded to call a conference of pharmaceutical and medical association representatives. Upon a motion by Henry M. Golditch, the resolution was stricken.

Upon the motion of Gordon A. Mouat, the following resolutions were then adopted.

RESOLUTIONS

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it re-affirm its hearty approval of the Equality of Opportunity Bill (the purpose of which is to restore to the Robinson-Patman Act the authority to assure fair and equal treatment to all engaged in distribution), designated as HR 11, and that it urge every member of the Maryland delegation in Congress to give his active support to this bill as it deals with matters utterly vital to fair and equal competition in all areas of retail distribution.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it urge every pharmacist in the state to be critical of the appearances created by his drug store insofar as they bear upon good taste, pleasing store appeal, and attractive store interiors and other matters involving good housekeeping standards as these, in the aggregate, create impressions in the public mind which have a vital bearing upon the standing of pharmacy in public estimation and esteem.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that the incoming officers be urged to consider ways and means of bringing the distribution of drugs and medicines more sharply within the orbit of professional pharmaceutical service, as such action might tend to elevate professional pharmacy in the estimation and esteem of the public, and also influence the public to differentiate in favor of pharmacists in their purchase of drugs, medicines, and related health care supplies.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that the Legislative Council of the State of Maryland be asked to give consideration to the feasibility of legislation outlawing bait and other forms of misleading and deceptive advertising with respect to the prices, qualities, and quantities of products and commodities advertised direct to the public.

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to the State's Attorney of Baltimore City and the Attorney General.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that the pharmacists of the state be urged to give full-hearted cooperation and support to those manufacturers who have evidenced a true interest in Fair Trade by their sustained and vigorous enforcement of their Fair Trade contracts, as such manufacturers have earned the active cooperation of every distributor who seeks to make Fair Trade effective to all concerned.

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to the managements of Abbott, Lilly, Parke-Davis, Spuibb and Upjohn.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it express its profound concern over the progressive breakdown of state Fair Trade laws, and urge that special studies be conducted of various legal principles which might be called to the attention of state legislatures in the hope that they might be useful in re-enacting state Fair Trade laws in those states in which, for one reason or another, these laws have been invalidated by the courts.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it heartily approve House Bill 10527 and Senate Bill 3850, generally known as the Federal Fair Trade Law, as the over-all conditions confronting Fair Trade urgently demand the enactment of a Federal statute which will accomplish at the national level all the aims and purposes of effective state fair trade laws, as such federal action is essential to preventing predatory competition from overwhelming retail drug distribution; and

BE IT FURTHER RESOLVED that a copy of this resolution be sent to all members of the Maryland delegation in Congress with the request that they take an active interest in aiding the enactment of H.R. 10527 and S. 3850.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it commend Representatives Friedel and Miller for their assistance and help in the favorable consideration of the Federal Fair Trade Law now under consideration by the Congress, and

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to these respective Representatives.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that the ethical pharmaceutical manufacturers provide free or gratuitous packages of each new product before or simultaneously with the introduction of new products to physicians, so that the pharmacist will be able to supply at least a token quantity of a new item when it is originally prescribed by a physician.

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to the executive secretary of the Pharmaceutical Manufacturers' Association.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it protest the action of the 1958 Legislature in cutting $136,000 from the appropriation of the Maryland State Department of Health, seriously curtailing the efficient functioning of the Medical Care Program, and resulting in the dis-allowance of an increase in Medical Care prescription mark-up that had been approved by the Council on Medical Care of the Maryland State Department of Health, the Maryland State Board of Health, and the Budget Director of the State of Maryland; and

BE IT FURTHER RESOLVED, that the Maryland State Board of Health take immediate steps to obtain funds to adequately and efficiently conduct the Medical Care Program in a manner that is commensurate with the times, and to take care of any emergency that may arise; and

BE IT FURTHER RESOLVED, that a copy of this resolution be sent to the Governor of the State of Maryland; Dr. Perry F. Prather, Director of the Maryland State Department of Health; The Board of Public Works; the Council on Medical Care of the Maryland State Department of Health and the Legislative Council of the State of Maryland.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it vigorously condemn the practice of pharmacists accepting for credit unused portions of prescriptions, because the patient, for one reason or another, has no further use for the medication.

The Association also condemns the practice of pharmacists accepting for credit such prescription accessories as hot water bottles, fountain syringes, atomizers, invalid rings, once the item has left the premises of the pharmacy, on the ground that each of these matters constitutes a public health hazard and thus is in conflict with good professional pharmaceutical practice.

BE IT FURTHER RESOLVED, that the Maryland Board of Pharmacy request the Maryland State Board of Health to ban the return to pharmacies of any unused portion of a prescription drug and also the above prescription accessories by issuing a regulation to that effect.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that a survey be instituted among retail pharmacists to ascertain the prevailing opinion with respect to the advantages or disadvantages which have come from the Durham-Humphrey Act, particularly as it applies to the filling and refilling of prescriptions, and also with respect to its impact upon the relations existing between pharmacists and physicians in their respective communities or localities.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it strongly endorse the recruitment program for new pharmacy students that has been so vigorously carried on by the Alumni Association and the School of Pharmacy, and

BE IT FURTHER RESOLVED, that every member of this Association give active support to the program by arranging for the program to be presented to the high school and/or junior high school in his or her respective community.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it extend its hearty approval to the president and Board of Regents of the University for naming the new building of the School of Pharmacy of the University in honor of Dr. H. A. B. Dunning, as this honor is a fitting recognition of the invaluable contributions of Dr. Dunning to pharmaceutical education and to the basic welfare of pharmacy in all respects; and

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to the President of the University of Maryland as evidence of the admiration and affection in which Dr. Dunning is held by the whole pharmaceutical profession.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it heartily approve the aims and purposes of the Greater University of Maryland General Fund and that it call upon every pharmacist in the state to contribute to the Fund as promptly and as generously as possible; and

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to the President of the University of Maryland as indicating our great interest in this outstanding University project.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it extend its hearty approval to the President and Board of Regents of the University of Maryland for conferring the Honorary Degree of Doctor of Science on Dr. Robert L. Swain, one of the outstanding pharmaceutical leaders of the nation, for his many contributions to pharmaceutical education and many other phases of the pharmaceutical profession; and

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to the President of the University of Maryland.

BE IT RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it extend its hearty congratulations to Dr. William S. Apple upon his having been designated as Secretary Nominate of the American Pharmaceutical Association, and that the Maryland Pharmaceutical Association pledge him its full and unrestrained cooperation in his efforts to bring about the professional, ethical, and economic betterment of pharmacy; and

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to Dr. Apple.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it express its profound appreciation of the highly constructive contributions which Dr. Robert P. Fischelis has made in behalf of pharmacy through his long years of service not only as secretary of the American Pharmaceutical Association, but also to all segments of pharmaceutical endeavor; and

BE IT FURTHER RESOLVED, that a copy of this resolution be sent to Dr. Fischelis as reflecting the profound respect and admiration which the pharmacists of Maryland have for him.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it strongly endorse the action taken by the House of Delegates of the American Pharmaceutical Association, urging a resumption of the joint annual meetings between the Council of the American Pharmaceutical Association and the Executive Committee of the National Association of Retail Druggists, as this type of cooperation between these two national pharmaceutical bodies would be most beneficial in dealing with problems of over-all concern to the profession of Pharmacy and the conduct of retail drug stores; and

BE IT FURTHER RESOLVED, that a copy of this resolution be sent to the secretary of each of the national organizations referred to herein.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it urge the National Drug Trade Conference to continue its studies of ways and means of resolving the restrictive sales controversy of pharmaceutical products in a manner fair and equitable to all, and with due regard to the public safety, as this is involved in the distribution of drugs and medicines; and

BE IT FURTHER RESOLVED, that the Association recognize the necessity of a cooperative approach to a solution of this problem, as obviously no solution can be arrived at without the wholehearted and sincere efforts of all parties to the controversy, and

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to the Commissioner of the Food and Drug Administration.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it view with much concern the apparent ease by which prescription legend drugs are transferred to over-the-counter status; and

BE IT FURTHER RESOLVED, that the Food and Drug Administration be urged to assure itself beyond all reasonable doubt that all prescription legend drugs which are given over-the-counter status, are safe for consumer use in the absence of medical direction and supervision in the interest of public health and safety, and

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to the Commissioner of the Food and Drug Administration.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it commend Mr. Francis S. Balassone, Chief, Drug Control, Maryland State Department of Health, and Secretary, Maryland Board of Pharmacy, for the magnificent manner in which he has performed his duties this past year, and

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to Mr. Balassone, to Dr. Perry F. Prather, Director, Maryland State Department of Health, and to the Maryland State Board of Health.

RESOLVED, by the Maryland Pharmaceutical Association in annual convention assembled, that it congratulate Mr. Joseph Cohen for the commendable manner in which he has fulfilled the position of Executive Secretary of the Maryland Pharmaceutical Association and for the many contributions beyond the regular and required duties of the Executive Secretary, and

BE IT FURTHER RESOLVED, that a copy of this resolution be sent to Mr. Cohen as evidence of the appreciation of the association and its affiliated groups for his achievements.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it extend its sincere appreciation and thanks to Radio Stations WBAL, WBMD, WFBR, WITH and WCAO in Baltimore, WTBO in Cumberland, WGAY in Silver Spring, and TV Station WBAL in Baltimore for their genuine cooperation and assistance in giving favorable publicity to the pharmacists in Maryland, and

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to the managers of the respective stations as a symbol of appreciation by the Maryland Pharmaceutical Assoication.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it express its appreciation to the Baltimore Sun, the Baltimore Evening Sun, and the Baltimore News-Post for the publicity given the Association during the Convention and also for acquainting the public during the year with Pharmacy's many contributions and services to the public.

BE IT FURTHER RESOLVED, that the Baltimore Sun and the Baltimore News-Post be commended for their splendid articles on the Student Recruitment Program, and

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to the editors of these newspapers.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it express its deepest appreciation and thanks to the various suppliers that provided prizes for the various meetings of the Convention, and which helped to make the meetings successful, and,

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to each of these companies or individuals.

WHEREAS, the T.A.M.P.A. and L.A.M.P.A. have been tireless in their effort to do an outstanding job, and, WHEREAS, the president and secretary of both TA.M.P.A. and L.A.M.P.A., with the assistance of their respective officers and members, did everything possible for the comfort and convenience of our members and guests,

THEREFORE, BE IT RESOLVED, that the Maryland Pharmaceutical Association express its profound gratitude to these organizations and their respective officers for their splendid cooperation which contributed so much to the success of the Convention.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it express its sincere appreciation and thanks to Mr. Hyman Davidov, Chairman, and the other members of the Convention Committee, for the wonderful job they have done in planning and contributing to the success of the Convention and in gladly catering to the comfort of the persons attending this Convention, and

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to Mr. Davidov, the chairman of the Convention Committee.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it expresses its heartfelt thanks to the management of the Shelburne Hotel for the many courtesies extended to our members and guests, and also because of the excellent manner in which the management handled the many details which were largely responsible for making the Convention a success; and

BE IT FURTHER RESOLVED, that a copy of this resolution be sent to the manager of the hotel.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it endorse and support the Keogh-Jenkins Bill (which provides sums not exceeding $5000 be deductible annually from the net profit of the small business man as a retirement fund since this deduction is now allowed to be deducted by the officers of the corporation) which is now before Congress.

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to the Maryland delegation in Congress.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it heartily endorse the activities of the Committee for Preservation of Fair Trade, and

BE IT FURTHER RESOLVED, that copies of this resolution be forwarded to the chairman of this Committee.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it vigorously express its opposition for the Forand bill (to amend the Social Security Act to provide medical services to the aged), now pending before Congress, and,

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to the Maryland delegation in Congress.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it express its thanks to Dean Noel E. Foss, the faculty and the staff of the University of Maryland School of Pharmacy for their continued interest in the training of pharmacists and in the advancement of pharmacy throughout the state, and

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to Dr. Wilson H. Elkins, President of the University, and to Dean Noel E. Foss for conveyance to the faculty and staff of the School of Pharmacy.

President Schmidt introduced David I. Estrin, President of Loewy Drug Company, who presented Milton A. Friedman with the prize of an all-expense-paid Convention trip for two.

OLD BUSINESS

1 Insurance Committee

Henry M. Golditch, Chairman, gave a brief review on the activities of the Insurance Committee. He then introduced Percy W. Schall of the Manufacturers' Life Insurance Company of Toronto, Canada. Mr. Schall explained the features and advantages of the group life insurance plan his firm was making available to pharmacist members of the Association.

2 Fair Trade

Alexander J. Ogrinz, Jr. read a telegram he had received from Senator Beall and a letter from Senator Butler. These were in reply to strong letters from Mr. Ogrinz demanding to know the stand of these legislators on Fair Trade.

3 Constitutional Amendment

Secretary Cohen presented an amendment to the Association Constitution redefining the area of each of the M.P.A. districts. This revision of Article IV had been explained and voted on favorably at the Regional Meeting in May.

Upon motion of Victor H. Morgenroth, Jr., duly seconded, the amendment was approved unanimously and is included in the Constitution printed in this Proceedings Number of 1958.

4 Medical Care

Walter E. Albrecht, Chairman of the Pharmacy Services Committee of the Council on Medical Care, gave the following report:

REPORT ON THE STATE MEDICAL CARE PROGRAM OF THE MARYLAND STATE DEPARTMENT OF HEALTH

Mr. President, Officers, Fellow Members of the Maryland Pharmaceutical Association, ladies and guests.

Last year I presented at our Convention a very detailed and comprehensive report on the State Medical Care Program and the actions taken by the Council on Medical Care of which I am your representative.

Today however, I do not wish to bore you with subject matter or statistics not related to the interests of pharmacists. I will state only that this past year has been a very busy and hectic one. The Council was confronted with many difficult problems which called in some instances for changes in policy and modifications in administration. There have been some disappointments particularly concerning the markup for pharmacists on medical care prescriptions. More about this later in the report.

To begin with, I should like to present some very pertinent facts to this Convention. A decided increase in the caseload of the State Department of Welfare during recent months has automatically increased volume and therefore the cost of medical care to indigent patients. This created a financial problem. Funds for medical care are appropriated on the basis of an estimated number of cases on Welfare. If there are many more people than anticipated, as this year, funds become short. To cope with this situation, the following economy measures were suggested by our Physicians' and Pharmacy Services Committees with the cooperation of our consultants, Dr. Joseph Cohen, Dr. Frank Balassone and Dr. Morris Yaffe:

1. On and after April 1, 1958, refills be limited to a maximum of two. This limitation will be effective even though provision is made for a maximum of six refills on old Prescription Form MS6 and 6 A.
2. Vitamins—Elimination of oral vitamins on a routine basis, with the exception of those prescribed for children, 6 years of age and under. Oral vitamins may be authorized for specific needs only (e.g. diagnosis of a deficiency disease).

   Antibiotics—Limitation of antibiotics to a maximum supply for 4 days on 1 prescription. Additional prescriptions may be written if deemed necessary by the physician, but no refills. Exceptions can be handled on the same basis as with other preauthorized drugs.

   Cortisone, steroids, combinations of steroids wth hormones—Add to the preauthorization routine now in effect for Cortisone products, all steroids and all expensive combinations of steroids with hormones.

   This regulation will be in effect on **July 21, 1958.**
3. Cutting the carry-over period to 3 months and at the same time to limit the maximum eligibility period for medically indigents to 3 months, unless reapplication is made, and to instruct the Health Departments that only persons applying because of existing illness should be certified to the Program.

The Committee's recommendations were accepted by the Council and referred to the State Board of Health. The State Board adopted all these recommendations and they are now in effect under the County Program. The City Program also introduced the limitations on refills and limited carry-over period; however, the other economy measures on drugs are carried out in a different way.

Since February 1957, members of the Maryland Pharmaceutical Association had several meetings with representatives of both the administration of the State Department of Health and the City Health Department for the purpose of discussing the Association's official request to increase markup fees to the pharmacists of the State. At a meeting on August 8th, definite recommendations were made, and on September 10th I presented, as the Chairman of the Pharmacy Services Committee, a report to the Council on Medical Care. I should like to read it:

"Many participants in the pharmaceutical profession have stated that, at the present time, they are filling medical care prescriptions at a loss. At both meetings the Committee discussed the markup schedule proposed by the Pharmaceutical Association. When tested against a sample of City and County prescriptions, this proposal resulted in an increase in markup payments under the two programs of 15% or approximately $120,000 per year. Staff members advised that, within the frame-work of both programs, an increase of this order seemed neither reasonable nor feasible. The staff then presented a counter proposal, based on a study of available published material on the cost of operating a drug store and of operating the prescription department within a drug store. This proposal recommended the payment of a markup of 55% on the wholesale cost of ingredients, which is equivalent to 35.5% on selling price, and which would result in a 5% increase in markup percentage to pharmacists at a cost to the State of approximately $40,000.

"The Committee also discussed plans submitted by representatives of the City, calling for a more extensive study of the cost of filling a prescription in Baltimore City. Pharmacists, present at the Committee meeting, felt that this would be impractical, difficult, expensive and time-consuming. However, it was stated that, if the City at a later date desired to make such a study, members of the Pharmaceutical Association would be glad to help Dr. Williams and his staff in any way possible. After a two and one-half hour discussion, it was decided that the proposal suggested by the staff be approved and the Committee on Pharmacy Services recommended to the Council on Medical Care the adoption of a markup of 55% on cost comparable to a markup of 35.5% on the selling price, subject to the approval of the Maryland Pharmaceutical Association. The details of the development of the most appropriate fee schedule to achieve a 55% over-all markup was postponed until the basic principle had been approved."

On September 23, 1957 the State Board of Health approved the Council's recommendation and the Health Department's budget request included a new markup of 55% on cost for prescriptions under the Medical Care Program. The total request for the two Medical Care Programs for the fiscal year 1958-59 amounted to: $2,247,641. Gentlemen, the Governor presented his budget request to the Legislature with a total sum of $2,210,609 for the Medical Care Programs. It was learned that the Governor had deleted $37,032 for a special item in the Baltimore City Program and had explained this action in a letter to the Director of the State Department of Health. This item was not related to drug costs or markup. Please remember the Budget request, as recommended by the Council, was accepted by the State Board of Health and presented to the Budget Director. The Budget Director recommended it to the Governor and the Governor presented it to the Legislature. The Health Department had a hearing in Annapolis to defend their budget at a combined session of the Senate Finance Committee and the House Ways and Means Committee. The hearing for the entire Health Department lasted about one and one-half hours. A few questions were asked for clarification on the Inpatient Program, none were asked about either the Outpatient Program or about the Medical Care Program.

Later the Committees reported jointly on their action, and it became known that $436,000 was cut from the Medical Care Budgets. There were no changes in either the Inpatient or Outpatient Programs. This action caused considerable turmoil for the Health Department, the Governor and the Budget Bureau. No one knew what this cut meant. The Governor reacted with a statement to the Legislature, warning that the cut was ill-advised and suggested that some of the funds be restored. The Budget Bill went first to the Senate, then to the House. In the House, a Budget Bill Amendment was introduced by Mr. George Hughes Jr. from Allegany County and Mr. Blair Lee III from Montgomery County, restoring $300,000 to the Medical Care Programs. This was given a voice vote, and the Amendment was carried 60 to 50, very much to the surprise and dismay of the leadership of the House. An attempt was made on the same day to delete the $300,000 and substitute $10,000. After some discussion this motion was defeated by a vote of 64 to 50 and the $300,000 remained. The Bill was then passed back to the Senate where the House Amendment was accepted.

The appropriation for the Medical Care Programs for the 58-59 fiscal year now totals $2,074,283, a reduction of $136,326 from the Governor's request. I should like to quote the report of the Chairman of the Senate Finance Committee and the House Ways and Means Committee, as well as the Joint Resolution No. 31.

> "We, the Chairman of the Senate Finance Committee, and the Ways and Means Committee of the House, respectfully submit the following report concerning the Committee actions with respect to the State Budget. Your Committees were concerned with the financial plight of the State, as reflected in the large gap estimated to exist between income and outgo as contained in the Governor's original Budget and as further aggravated by decreases in revenue estimates for the 1958 and 1959 fiscal year received from the Board of Revenue Estimates after the Budget was submitted. **The Committees' objective was to reduce the proposed expenditures wherever possible and without curtailing**

essential services. New positions were eliminated to the extent consistent with this objective and limitations were placed upon proposed increases in a number of programs.

"A reduction of $136,326 has been made for the purpose of holding expenditure for medical care at the 1958 level. The Committees have been cognizant of the effect of current economic pressures upon this appropriation and recognize that it may be necessary to supplement this appropriation from the general emergency fund, should the economic picture worsen. However, they are also cognizant of abuses in this program and believe that better administration should effect savings."

HOUSE JOINT RESOLUTION #31

"WHEREAS, The division of financial responsibility between the State and its subdivisions for financing medical treatment and care services is confused by the absence of a prescribed formula; and

"WHEREAS, Uncertainity results from the lack of a clear understanding as to which services rendered are a local or a State responsibility; and

"WHEREAS, There is a need for coordination of the financing of medical treatment and care services and the local general supporting services; and

"WHEREAS, It is the judgement of the General Assembly that the Committee on Medical Care, through the State Planning Commission, could provide a valuable study and recommendations on the question; now, therefore, be it

"**Resolved by the General Assembly of Maryland,** That the Committee on Medical Care, through the State Planning Commission be requested to give detailed and adequate study to the respective roles of the State and its subdivisions in establishing the policies and financial responsibilities for medical treatment and care services; and be it further

"Resolved, That the Legislative Council report the results of this study to the General Assembly and include therein recommendations for an equitable solution to this problem."

Last year the Legislature passed Senate Bill No. 245, introduced by Senator Northrup. This Bill represents the enabling Legislation which makes Maryland eligible to receive Federal funds for Medical Care on a 50-50 matching basis within defined limits. The Governor signed this bill on March 18, 1957, to become effective July 1, 1957. The State applied for Federal funds and was accepted in March, 1958. What does this mean for Maryland during the 58-59 fiscal year? It means that Medical Care expenditures for the the four Federally-aided categories must be at least $2,260,000 to justify maximum Federal funds in the amount of $1,130,000. The four categories are: Old Age Assistance, Aid to the Blind, Aid to the Totally and Permanently Disabled and Aid to Dependent Children.

I feel that at this point I should come back to the question of the markup on all Medical Care prescriptions. Under the present system, the following markup fees are in effect:

> The minimum markup fee for **uncompounded** prescriptions with a wholesale ingredient cost less than $1.35 is $ .40.
>
> The minimum markup fee for **compounded** prescriptions with a wholesale ingredient cost of less than $2.00 is $ .60.
>
> A markup of 30% of the wholesale ingredient cost, exclusive of container, is allowed for **uncompounded** prescriptions with a wholesale cost of $1.35 or more.
>
> A markup of 30% of the wholesale ingredient cost, exclusive of container, is allowed on **compounded** prescriptions with a wholesale ingredient cost of $2.00 or more.

Our Association originally proposed an increase amounting to approximately 15% over the present markup. After negotiations with the administrative Staff of State and City Health Departments an agreement was reached on a markup of 55% on cost which is equivalent to 35.5% on the selling price.

As mentioned above, the Legislature had cut the Medical Care Budget Request by $136,326. The Council's Budget Committee studied the appropriation after the cut became known. At the meeting of the Council on Medical Care on June 10, 1958, the Committee submitted their recommendation in which the requested increase in markup for medical care prescriptions had been deleted. The Council accepted this recommendation with one dissenting vote. The State Board of Health, before acting on the Council's recommendation, invited members of the Council, as well as the Secretary of our Association to be present. Joe and myself presented our pleas, substantiating our request for a 55% on cost markup. Mr. Harvey Weiss very eloquently defended the Council's recommendation to delete the increase.

I think I have covered the State Medical Care Program during this past year, and at this point I believe my very close constituent on the State Board of Health, Dr. Lloyd N. Richardson, might like to follow through on the action of the Board.

Thanks for your kind attention.

5. Lloyd N. Richardson, Member of the Maryland State Board of Health.

I want to congratulate Walter Albrecht on the very fine report he has made in detail in regard to the Medical Care Program. He devotes a great deal of time to it.

The Medical Care Program has been operating in Maryland since 1945 with State funds. The patients are supposed to choose their own physicians and take their prescriptions to the pharmacists of their choice.

The Council on Medical Care has made recommendations to the Board of Health over a period of time as you know. They have been approved because the Board of Health very highly respects the advice of the Council, the advisory body of the Board of Health, and it's seldom we disagree. The Council in their minutes on June 11, making reference to the 1958-59 program and the Governor's budget asked that the special trend of the high cost of drugs be taken into special consideration due to the ever increasing cost of drugs and physicians' prescriptions on the Medical Care Program. I would prefer at all times to say that it isn't the cost of the drugs, but it is the cost to the State of Maryland of prescriptions that are prescribed by physicians and that the pharmacists have to fill, instead of an increasing cost of drugs, making it appear that the drug program itself is terrifically expensive. It gives a bad impression to the public. It is the physicians' program. They inaugurated it to prevent socialized medicine, and we want to go along with it. We are in favor of it 100%, but I think that there could be some curtailment in the practice of over-prescribing. In addition to that, we have restrictions on the drug program.

Now these deficits that we have all been aware of—we knew we were going to have them because the program assumed the proportions it has, and the Governor being very conscious of medication for the indigent and medically indigent, does what he can do in the existing circumstances. Now the legislative cut I think was a bombshell I don't think we expected. We thought they would go along with us because after all when you stop to think of the various state programs that go on, it is ridiculous to cut a small amount from the Medical Care Program when we are spending millions for state parks, highways, and various other things. It seems that the ones who go over and squawk the loudest get the most.

During the year 1956-7, the actual number of eligible welfare recipients was 49,038 an increase of 2,082 or 4.4% over the number of 46,956 included in the welfare budget for 1957. As a result there has been serious financial difficulties. In addition to this, both programs were called upon to meet unusually heavy demands for service occasioned by the influenza epidemic. It is estimated that this cost the program at least $20,000.

On June 11th I received a telephone call from Dr. Tobler that the Legislative budget had been reduced and that $136,000 was being cut from the Medical Care Program and that was cut by the legislature for the fiscal years 1958-59. The following is from the agenda of the Department of Health of June 20th. The 1958 legislature reduced the Governor's budget request for the 1959 fiscal year by $136,326. The initial amount deleted was $436,000, but $300,000 was restored. The budget committee recommended the following economy measures:

1—Omission of a budgeted increease in markup for pharmacists. City and County estimated savings: $51,542.

2—Reduction of the carry over period from a maximum of 6 months to a maximum of 3 months. Medical Care cards are currently being issued for 6 months, even though public assistance may be cancelled during the period. City and County estimated savings: $84,091.

Those two items that the Council recommends would save $135,633, almost the amount of the cut.

Now the budget committee of the Council on Medical Care also recommended the following new items in the 1959 budget request be made effective as of July 1, 1958. These are increases and the others were cuts.

> 1—Payment of Medical Care clinic services to the Baltimore City Hospitals. Estimated cost: $26,000.
>
> 2—Provision of eye glasses for all eligible children under 18. City and County estimated cost: $21,148.
>
> 3—Payment for Medical Care for foster care children in private institutions. City and County estimated cost: $14,262.

At a meeting, which Joe Cohen and I attended, and at which Dr. Prather and his staff and the Medical Care personnel also were present, we went into this from every angle and personally I was very much disturbed about it. Joe and I presented some things including abuses in the Baltimore City Program.

Following this we had another meeting on June 20th—a Legislative Board meeting. We had quite a lively session and I guess you saw the things the newspapers printed.

Now, as to the motion that was passed by the Board of Health, let me say that I am not fussing with my associates on the Board. There was nothing much for the Board to do but accept part of the recommendations of the Council in the first two items, which they did, but they ruled out the ones that they didn't think were proper.

After a thorough study of a very fine committee of our Maryland Pharmaceutical Association and many other fine fellows—Gordon Mouat was the Chairman of that and I won't attempt to go into the names of the men who followed through and attended all these meetings. I attended several. I thought they did a wonderful piece of work and I think the Department and the Bureau staff as well as the Director did also. I think that was one of the greatest things that happened. Of course, Joe Cohen was along with them and his valuable assistance, too. After all this had happened, then the vote was taken.

After due consideration and on motion by Dr. Pincoffs, seconded by Dr. Williams and duly carried, the Board directed that as a *provisional* measure (this word "provisional" was put in after the motion was originally made) the Board directed that the recommendations of the Council on Medical Care that the increase in markup for pharmacists be omitted and the carry-over for persons under the program be reduced from a maximum of 6 months to a maximum of 3 months were approved. The Council's recommendation that payments for the Medical Care Clinic for the Baltimore City Hospitals, the provision of eye glasses for all eligible children under 18 and payments for medical care for foster children in private institutions be not approved. Richardson and Young voted in the negative.

I think we have been given a bad deal by the Legislature. There was nothing the Board of Health could do. But they would not approve the measures that I've just read you about for eye glasses, Baltimore City Hospital costs and foster care children, when the markup for pharmacists had been approved previously and had been one of the objectives they thought should be taken care of before any other obligations were assumed by the program, which I thought was commendable and they expressed themselves in no uncertain terms in that respect.

Now I would like to say a few things about Federal money for Medical Care. I got in touch with the Chief of the Bureau on Management and got the following information:

"You ask how the Federal money for medical care is used. The explanation is: the Federal money is anticipated as an element of the general state revenue and therefore part of the total money available to the financing of the State budget for all agencies, which of course includes the Medical Care Program of the State Department of Health. In view of these circumstances, the fact that the Legislature adopts the budget in this form, a change can only be made by the Legislature in its regular annual session."

Now it is hard to understand, but it's in the budget and it cannot be gotten out of the budget except for the various agencies involved and they're matching funds too. The Board of Health only participated in the Federal funds to a certain extent.

"Now you also ask about the funds which will be reverted at the end of the fiscal year which has ended June 30, 1958. These amounts under the law are reverted to the general treasury, and the State, which has no authority whatever on the part of any individual official or combination thereof to revert these funds, to supplement appropriations already made for the 1959 fiscal year.

"It is my judgment that the meaning of the first action is that the limitations are imposed as provisional measures and the duration of these restrictions will be governed by the availability of money, for example they would be listed at such a time as the funds available are sufficient to finance these additional services. However, in view of the fact that the impositions were made as the result of legislative action, it would be my judgment that the restrictions should not be lifted until the legislature has actually appropriated the amount of financing services for the year 1959-1960. Therefore the earliest practical date for lifting the restrictions would be May 1, 1959."

You may not agree with that, I do not know—first, if the funds are available, and then it is not practical, then an act of the Legislature takes care of it.

The plan for such an action of the Board reflected above was presented to me on June 27, which was passed and which I attended. This matter was thoroughly discussed. The entire Board decided that they would go as a committee to the Board of Public Works before July 12 and talk to the Board of Public Works and see if we could not get funds to carry on and restore this cut which has been made by the Legislature in our program. The following are members of the Board of Public Works: Governor McKeldin; the Comptroller, Mr. Tawes; the Treasurer, Mr. Hooper Miles; Mr. Rennie and Mr. O'Donnell.

I think it behooves us, inasmuch as we are going to have this meeting, and I hope I will be able to have some of our group who have been so active here to go along with us if the Board will so agree, to present our case again, which we have done before and see if there isn't some way our money can be restored. That is the only opportunity I see open for us at the moment and I hope we won't have to wait until May 1, 1959.

In the meantime, I don't think it would hurt anything to tell these men that you don't think that we are getting the deal we are entitled to get—that we have operated under this program at a loss since its inception in 1945. We'd like to go along with our other sister professions in public health, which we've tried to do. We started out in a very, very small impossible way because it's a program for the poor and needy, and the sick and afflicted and we thought that we'd make a contribution in this respect which we have continued to do, first with the 35c fee, then to 40c, and then we got the full price on insulin, then 35% on prescriptions $1.35 or over, which at the present time is a long, long way from your operating cost, which will run, according to these very latest figures which I have here from the Lilly Digest, 30% of every dollar you take in. We are getting 30% on cost. It just can't be done. It isn't in the cards and we are carrying a load we shouldn't be expected to carry.

The appropriation for the Medical Care Program, of course, has increased since its inception, especially as the public became aware of its provisions.

There is a House of Delegates Resolution No. 14, dated February 18, 1958, requesting "an investigation of prescription costs and the cost of the drugs in the State of Maryland" by the Committee on Medical Care of the Legislature and directing the rendering of a report on its findings as to the reasonableness or unreasonableness of costs and existence of unfair practices and to recommend a remedy to the high cost of drugs and prescription medicines to the Legislative Council, not later than October 1, 1958 and to the General Assembly in January, 1959".

That is an extremely important resolution. It is a challenge to us and I think we can meet the challenge and Joe Cohen is planning to do that right now, I believe.

I am glad you adopted the resolution today relative to the action that the Board of Health has taken, because of the action of the Legislature. Dr. Prather will get this information before it gets mailed to the Governor and the Board of Public Works, etc. I am sure Dr. Prather will approve of it. He was very much upset about this cut, I think just as much as we were—because he didn't think we were entitled to it, and I hope that something worth while will come up that will make us all feel better about this entire situation.

I have a letter from one member of the Board and he expressed himself like this: He didn't think that any money should be given to any of the other causes until the pharmacy costs could be put into effect and not increase any other expenditures in the Department.

I would like to thank the Association for their cooperation. Being your representative on the Board of Health I would like to make this statement. Naturally, I am more interested in Pharmacy, that being my profession. I am on the Board of Health to represent you there and I hope you think I do it the way it should be done. There are many things that come up that do not pertain to Pharmacy, but when they do, I try to do my best not only to protect our interests, but to protect the health and the public as well. I don't think you would like me to do anything that would not be just on the up and up whether it was good for Pharmacy or not, but I can assure you I'll do my best to see that things are done the way you would like to have them done.

I want to thank Joe Cohen. He has given me all the cooperation anyone would want and hope he thinks that I've done likewise. But whenever I've got something I think is worthwhile I immediately contact our Secretary; then if I protest, I try to get our Organization behind it, which I think is the proper way to handle things. Individually we get nowhere, collectively and organization-wise we get recognition and I think that's very important. Also I want to thank this Pharmacy Committee which Gordon Mouat headed up, which was invaluable. I don't think we could accomplish anything unless we had that Committee working.

Walter Albrecht does a terrific job on the Council and I think he deserves a great deal of credit.

I know one other man that I think is doing a good job for Pharmacy, a good job in the State Department of Health, and a good job on the Board of Pharmacy, and just the other day his name was mentioned at a Board of Health meeting regarding the Poison Law. It was my pleasure to hear the Director of Health say that we were very fortunate that we got a man of the calibre of Mr. Balassone to succeed Dr. Kantner, who we thought the world of too. Now Mr. Belassone has assumed a lot of extra obligations recently. He has three inspectors, he has become a very important part of the Medical Care Program, and he has been very willing to help in anything pertaining to the operation of the State Board of Health. I think

Frank is doing a good job and I am very happy to tell you that because I know you wanted him to know it.

If there are any questions I will try to answer them.

Questions from the floor: Is the regulation on removing vitamins from the program, and also the 4 days supply limit on antibiotics, in effect now? Have the stores been informed yet?

Dr. Richardson: Yes, it is in effect now. The stores should have been informed. It was on the agenda of the Board of Health for April 24, 1958, to become effective on June 1, 1958.

Several members from the floor announced they had never heard of the new regulations. Dr. Richardson continued: "I will inform Dr. Ellicott about it. Also, if any of the pharmacists here have bills that haven't been paid, that are long overdue, write Dr. Ellicott. They unfortunately had a man who was following through, but he was just slow in his payments to the pharmacists. I think that is being taken care of promptly now.

I think we are due for some changes in the Medical Care Program. I think we ought to be operating under one program, one head, and everybody responsible to that one particular head. I think that would solve some of our difficulties. As to some abuses in the program, Walter Albrecht and some of the staff went out and immediately corrected them. You have conditions in Baltimore City that amaze me and I don't understand it at all and I think it should be corrected irrespective of how it's done. If I am on the Board of Health and I know something is wrong, I am going to be there to see it's corrected. Thank you very much.

Gordon Mouat: "I have a few comments to make: I have been put on the Council for Medical Care of Baltimore City. Our original request was for 15%. Actually, the approval was only for about a 4½% increase. This is what they think we deserve. The State said they need figures. The City says they would like to have a review made and they will give us what the review shows we deserve. Now what is the State's future plan? Is it this 4½%? They haven't given us any information of a further increase. Now 5% is already in the 1959-60 budget recommendation, so we still haven't gotten anywhere. By 1959-60, we had hoped to get the 15% figure. The 5% figure used by statisticians was based on the Lilly Survey, which is not a true figure for filling a prescription.

The proposed City survey would be done by the School of Pharmacy, which couldn't be any fairer. They are willing to make a statewide survey if we wanted. What are the Association members' plans for 1959-60?

Walter Albrecht brought out that large additional sums of money would be required in order to pay for an adequate increase to pharmacists.

Mr. Mouat continued, "As chairman of this Committee, I don't care if it's a 50% increase over what we used to get. I am trying to get it up to paying our costs. As chairman of the Committee, that is what I was told to do."

Mr. Albrecht: "I said in my report that 55% on costs is 35.5% on the selling price."

Mr. Mouat: "But it's still not the cost of filling a prescription. That is the point I am trying to tell you."

Mr. Albrecht: "Do you have any figures?"

Mr. Mouat: "I have my own figures that I presented in February 1957 right out of the books of the store. I have an average store. I needed a 14½% increase to make 2%, which is certainly not much to ask for an increase. The 14% increase refers to an increase over what we were getting in 1956. In 1956, out of 1000 prescriptions, state-wide, basically my cost of filling a prescription was around $1.34. I was getting back from the State $1.84."

Dr. Richardson: "I don't think we ever went into this program with the idea of making money. The object is to break even on it."

Mr. Mouat: "The program that was presented would have increased our return 14%."

Mr. Albrecht: "The increase you requested would have amounted to $120,000.00, 25% more than the amount now being spent for prescriptions on the Medical Care Program. The State would not go along with that at that particular time."

Mr. Mouat: "But we are still not making money on Medical Care prescriptions."

Mr. Morgenroth: "A builder constructing for the State and not getting the proper return would have taken money out of his pocket? The builder is not in business for that and neither are we."

Mr. Mouat: "Even if there is not a single head for State and City programs, we should have better liaison. Regulations for the State program do not apply to the City. Stores in the city near the county line have two conflicting sets of rules."

"As to matching funds, the Federal Government allocated Federal matching funds to **supplement** the State Medical Care Program. Is it legally and morally right to put the money into general funds? I can't get an answer anywhere".

President Schmidt then asked Mr. Mouat if he had a report for the Pharmacy Laws Committee. Mr. Mouat said he had no report to give.

NEW BUSINESS

1. Secretary Cohen reported that the revised Constitution and By-laws of the Students Auxiliary had been approved by the students of the School of Pharmacy, and by the Executive Committee of the

Association at the May meeting. Dean Foss announced that the Faculty Council had not yet reviewed the proposed revised constitution, but that it would be done in the near future. This matter was therefore deferred until the Fall Regional Meeting.

2. Aaron Libowitz moved that the Baltimore Metropolitan Pharmaceutical Association and the Maryland Pharmaceutical Association committees combine to formulate a suggested pricing schedule. Seconded by Herman Drukman.

Mr. Libowitz stated the results of a survey should be sent to every pharmacist in Maryland.

Simon Solomon commented that perhaps the counties would not want to go along with a suggested pricing schedule. He stated that the views of the Federal Department of Justice must be considered.

Mr. Libowitz spoke of the various groups in the country, such as in California, that are using pricing schedules. He stated, "The Association has already sent questionnaires to every state association secretary and has received answers. We feel the time has come for us to act. It is very easy for the committee to not only formulate two schedules, but half a dozen for each section of the State."

Gregory W. A. Leyko said the motion would allow the work to be done jointly. The result would be subject to Association approval. Dr. Richardson suggested the matter be referred to legal counsel. Mr. Leyko replied that the committee can do that and that it would not do anything without legal advice.

Norman J. Levin moved that the motion on the floor be tabled. Seconded by Morris R. Yaffe. The motion to table was defeated.

The motion of Mr. Libowitz was then passed.

ANNOUNCEMENTS

The Executive Committee to meet immediately after the final Session.

The final prizes of the Convention were drawn.

ADJOURNMENT

The Fourth and final Session of the 76th Convention was adjourned at 2:30 P.M.

BANQUET

Wednesday, July 2, 1958

The Banquet was preceded by a Social Hour provided through the courtesy of the Calvert Drug Company and the Washington Wholesale Drug Exchange.

The invocation was offered by the Rev. Christian Schenk, Pastor of St. Andrews Lutheran Church, Atlantic City, New Jersey. He was introduced by President George M. Schmidt.

Following a most enjoyable dinner accompanied by delightful music, Convention Chairman, Hyman Davidov, greeted the Banquet and expressed his appreciation for the cooperation and efforts of his Committee and Secretary Cohen in insuring a most successful and enjoyable Convention for all. He then presented the Toastmaster of the evening, Victor H. Morgenroth, Jr.

Mr. Morgenroth introduced the guests seated at the head tables and others seated in the audience. A telegram was read from Mr. & Mrs. Bernard Melnicove expressing their regrets for their inability to be present and extending their best wishes for a joyous and successful Convention.

The Toastmaster then presented President George M. Schmidt who brought greetings to members and guests on behalf of the Association. He thanked the Convention chairman, his Committee members and Secretary Cohen for their splendid efforts for making the Convention a success. President Schmidt also expressed his gratitude for the part played by his wife in the proper administration of his office during the past year.

There followed the introduction by Mr. Morgenroth of the Honorable J. Millard Tawes, Comptroller of the Treasury for the State of Maryland.

Mr. Tawes, long a friend of Pharmacy, spoke warmly of his close association with Pharmacy over the years. He paid tribute to the indispensable services of pharmacists in Maryland in ministering to the health needs of their communities every day and at all hours. He was very concerned with the problems of Small Business and emphasized that if elected Governor of the State of Maryland, he would always strive for the welfare of Small Business, which he considered the backbone of this country's economy.

The view was expressed by Mr. Tawes that Fair Trade was an essential safeguard to free enterprise in this land and that he would do everything possible to maintain its integrity.

Mr. Tawes' speech was enthusiastically received by a most appreciative audience.

Mr. Morgenroth, as chairman of the Pharmacy Week Committee, then paid tribute to the work of Aaron Libowitz in his devotion and efforts in behalf of the effective observance of National Pharmacy Week in the State of Maryland. He called on Mr. Libowitz and they jointly made the presentation of Pharmacy Week Awards which were as follows:

First Prize—Frank L. Swiss, Swiss Pharmacy, Baltimore, Md.

Second Prize—Stephen J. Provenza, Medical Arts Pharmacy, Baltimore, Md.

Third Prize—Aaron Libowitz, Libby's Rexall Drug Store, Baltimore, Md.

The new officers and Executive Committee of the Maryland Pharmaceutical Association were introduced and duly installed by outgoing President George M. Schmidt. As his first official act, President-elect Frank Block presented the Past President's Medal to retiring President George M. Schmidt. In accepting the Medal, Mr. Schmidt stated that he appreciated the great honor conferred upon him in the privilege of serving as president of the Association. He was grateful for the support and cooperation of the officers, various committees and the entire membership in making his administration a successful one. He pledged his continuing interest and support in Association affairs and in behalf of the advancement of the profession of Pharmacy.

On behalf of T.A.M.P.A., retiring President George S. Teass introduced the new officers and board members.

President Eva Block of L.A.M.P.A. introduced and installed the newly-elected officers and executive board of the Ladies' organization. The incoming president, Mrs. Morris Cooper, in her response expressed her appreciation for the honor and pledged the support of L.A.M.P.A. in the activities of the Maryland Pharmaceutical Association. She noted that the Organization in its brief history was fulfilling its aims and she invited all eligible ladies to join.

The major prizes of the Convention were drawn with the top lucky winners as follows:

> RCA Transister Radio, contributed by Stations WBAL and WBAL-TV, won by Jerome Block of Baltimore.
>
> $50.00 American Express Money Order, contributed by the American Express Co., won by George S. Euler of the Hendler Creamery Co.
>
> Man's Wrist Watch, contributed by Station WITH, won by Mrs. Solomon Weiner of Baltimore.

Following acknowledgement of the many generous contributions to the success and enjoyment of the banquet, dancing concluded the evening's festivities.

The 76th Annual Convention of the Maryland Pharmaceutical Association came to an end with the consensus of those in attendance that the first Convention in Atlantic City was superb in attendance, programming, entertainment, fellowship and enjoyment.

T.A.M.P.A.

The important role of T.A.M.P.A. in the success of our Conventions has become a Maryland Pharmaceutical Association tradition.

The officers and committees of the Travelers Auxiliary exerted every effort in assisting the Association in its program of entertainment.

In addition, T.A.M.P.A. members manned the registration desk, undertook many other responsibilities, and provided congenial fellowship.

To the officers and members of T.A.M.P.A., the parent Organization conveys its appreciation and gratitude for the labors and cooperation which insured the success of this outstanding Convention in its premiere setting in Atlantic City, New Jersey.

OFFICERS ELECTED 1958-59

At the Forty-Second Meeting of the T.A.M.P.A.

The Shelburne Hotel, Atlantic City, New Jersey, June 29, 30, July 1, 2, 1958

Honorary President—Thomas F. Mullen
President—Joseph L. Muth
First Vice President—Albert Heydemann
Second Vice President—Norbert H. Zeller
Third Vice President—Richard R. Crane
Secretary-Treasurer—Emory G. Helm
Assistant Secretary—H. Sheeler Read

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Robert B. Kettlewell
James A. Allen
Edwin M. Kabernagel, Jr.
William H. Harrison
Milton J. Timin
George B. Rider
George M. Brandt
Joseph A. Costanza
Kenneth L. Mills

Maryland Pharmacist Committee

Joseph J. Hugg, Chairman
J. Murray Bradley
Maurice B. Brager
Robert L. Donaldson
Marcus Satou

L.A.M.P.A.

The appreciation of the Maryland Pharmaceutical Association is also extended to the Ladies Auxiliary for the role they played in insuring the social success of the Convention.

The Association looks forward to L.A.M.P.A.'s actively participating in the Convention and other functions of the Association in the coming years.

L.A.M.P.A. OFFICERS FOR 1958 - 59

Officers

President—Mrs. Morris L. Cooper
First Vice President—Mrs. Alex J. Ogrinz, Jr.
Second Vice President—Mrs. Anthony Padussis
Third Vice President—Mrs. Samuel Raichlen
Treasurer—Mrs. Joseph Cohen
Recording Secretary—Mrs. Felix Kaminski
Corresponding Secretary—Mrs. Albert Rosenfeld, 99 Smithwood Ave., Baltimore 28, Maryland
Membership Chairman—Mrs. George Euler

Directors

Mrs. Frank Block, Chairman
Mrs. Eli Fedder
Mrs. Frank Macek
Mrs. William Harrison
Mrs. Henry Golditch
Mrs. Henry Goldscheider
Mrs. George Schmidt, Elkton
Mrs. Wayne Braden, Silver Spring
Mrs. Edward Maisenhalder, Bel Air
Mrs. William Cooley, Cumberland
Mrs. Charles S. Austin, Ex-Officio

INFORMATION ON THE FURNISHING OF PRESCRIPTIONS & MEDICAL REQUISITES TO VETERANS ADMINISTRATION BENEFICIARIES.

NOTE: This service is furnished by the Maryland Pharmaceutical Association to members of the Association only.

The Maryland Pharmaceutical Association (the Contractor) agrees to make available during the period from July 1, 1958 to June 30, 1959, all services outlined below.

1. **SERVICES:** The Contractor through the pharmacies of the State of Maryland, which are owned, managed, or operated by registered pharmacist members of the Association agrees to supply drugs and medical requisites on prescriptions to Veterans Administration beneficiaries entitled thereto.

2. **PRESCRIPTIONS:** For the purpose of this contract, an original written prescription on VA Form 10-2577, the physician's or dentist's regular printed prescription blank bearing the date written, the name and postal address of the patient and the signature of the prescribing physician or dentist to the statement "I am authorized to treat, and prescribe for the above-named Veterans Administration patient" will be considered proper authorization to a participating pharmacy. (Statement of authorization may be written, printed, typed, or stamped upon either side of the prescription blank.)

3. **MEDICAL REQUISITES:** Medical requisites will be supplied only on the original written prescription of a physician or dentist and will bear the same information and authorization statement as required for prescriptions for medication. Medical requisites as referred to herein are defined to include only the following listed items:

a. ACCESSORIES
  1. Hypodermic (insulin or other) syringe and two (2) needles
  2. Two (2) hypodermic needles
  3. Atomizer
  4. Nebulizer
  5. Hot water bottle
  6. Fountain syringe
  7. Combination hot water bottle and syringe
  8. Ice bag
  9. Ice cap
  10. Urinal
  11. Bed pan
  12. Enema can
  13. Feeding tube
  14. Ear and ulcer syringe
  15. Urethral catheter

b. DRESSINGS
  1. Gauze Bandages
  2. Sterile Pads
  3. Adhesive Tape
  4. Sterile Absorbent Cotton

The items listed in subparagraph b. are for use only in connection with the application of medication prescribed for immediate needs following an authorized treatment, and are not intended for prolonged continuing use in chronic cases. They may be furnished on prescription in accordance with paragraph 2, only when such prescription is accompanied by a properly documented prescription for medication requiring the use of such accessory items for its application as prescribed. Quantities furnished by pharmacists will not exceed amounts prescribed and will not exceed in total value on any one prescription the schedule price of the accompanying prescriptions for local medication requiring such prescribed dressing.

Pharmacists are authorized to adjust downward, quantities of items furnished under b., if necessary to come within the above maximum cost limitation, certifying the quantity furnished and price charged, and obtaining the signature of receipt as provided under 4 b.

Prescriptions for dressings (3b) will be attached by the pharmacist to the accompanying prescription for local medication when submitted for payment.

4. **RECORD OF PRESCRIPTION:** a. The Contractor will require all participating pharmacies to file copies (or originals if required by State or Federal Laws) of all prescriptions filled for Veterans Administration beneficiaries and to maintain a list, by prescription numbers, of all prescriptions subject to this plan for the purpose of inspection.

b. The Contractor will require all participating pharmacies to submit to it monthly every **original** prescription (See paragraph 4c) filled under the provisions of this contract, for which claim for payment is made. Such prescriptions will be clearly marked in ink, or typewritten, with the date filled and fee established. Prescription will bear the signature of the Veterans Administration beneficiary for whom the prescription was written to the statement "I acknowledge receipt of prescription No. (or medical requisite— which must be described by common name) on (Date ......"

c. Certified copies of narcotic prescriptions will be accepted. However, such copies **must bear,** in addition to other statements and signatures, **the signature of the beneficiary** to the acknowledgment of receipt. Carbon copy of the veteran's signature on the true copy of the prescription will be acceptable for payment processing purposes provided the signature is legible. **Typewritten signatures will not be acceptable.**

d. When it is not possible to secure the signature of the beneficiary without hardship, the signature of a responsible adult representative of the beneficiary may be accepted. If neither can be obtained, certification to that effect may be accepted.

5. **FEES:** a. Fees for prescriptions will be in accordance with the prescriptions schedule, which is attached hereto, and made a part of this contract, it being understood that such fees are not in excess

of the rates charged for identical services to other persons who are not Veterans Administration beneficiaries.

b. Charges allowable for medical requisites will be the established Fair Trade minimum retail price, if in effect, for such articles. If Fair Trade is not in effect, the charges allowable will be the prevailing retail price of the participating pharmacy for such article to other persons who are not Veterans Administration beneficiaries.

PRESCRIPTION SCHEDULE FOR VETERANS ADMINISTRATION BENEFICIARIES EFFECTIVE JULY 1, 1958

Average Price Includes Cost, Profit, Container (5) Charge & Professional Fee

Volume or Weight	Internal Liquids (Dram or more per dose)	Eye, Ear, Nose Drops (Internal) Liquids in Drop Doses	External Liquids Lotions, Gargles, Injections, etc.	Handmade Ointments	Handmade Bulk Powders Calculate on Volume	Number	Handmade Capsules, Papers, etc.	Handmade Suppositories
	Avg.	Avg.	Avg.	Avg.	Avg.		Avg.	Avg.
1 dr.	1.00	1.00	1.00	1.00	1.00	1–2	1.00	1.00
2 dr.	1.00	1.00	1.00	1.00	1.00	3	1.00	1.00
4 dr.	1.00	1.00	1.00	1.00	1.00	6	1.00	1.50
1 oz.	1.00	1.25	1.00	1.00	1.00	12	1.25	2.25
2 oz.	1.25	1.50	1.00	1.50	1.25	18	1.50	3.00
3 oz.	1.50	2.00	1.25	2.00	1.50	20	1.75	3.25
4 oz.	1.75	2.50	1.50	2.50	1.75	24	2.00	3.75
6 oz.	2.00	—	1.75	3.00	2.00	36	2.75	4.25
8 oz.	2.50	—	2.00	3.75	2.25	40	3.00	4.75
12 oz.	2.75	—	2.25	4.50	2.50	50	3.50	5.00
16 oz.	3.50	—	2.50	5.00	3.00	100	6.00	8.50

(If exact quantity called for is not listed, charge at rate of the average of the two nearest quantities given.)

Instructions

1. Above prices are AVERAGE and subject to modification where dose varies or where one or more ingredients are very expensive. In general, when the cost (1) of the amount used of any ingredient (2) equals or exceeds 1/5 of the Schedule price add the cost of the amount used of such ingredient, to the Schedule price.

2. In every case where calculated price is an odd number, adjust price to the nearest number divisible by 5. If more than one calculation is required, adjust number after each calculation.

3. For all Proprietaries or other manufactured product in original manufacturer's size or quantity cost (1) plus 66%, or prevailing over counter price, if any, whichever is lower.

4. For less than manufacturer's size (3) of any liquid, solid or powder Proprietary (4) with wholesale cost of $4.00 or less for the quantity dispensed charge Schedule price, or cost (1) of quantity dispensed plus 75%, whichever is higher. If in combination, follow Schedule (or cost of quantity dispensed plus 75%, whichever is higher) and Instruction 1. For less than manufacturer's size (3) of any liquid, solid or powder Proprietary with wholesale cost of more than $4.00 for the quantity dispensed charge cost of quantity dispensed plus 66%.

5. For less than manufacturer's size (3) of any Tablet, Pill, Capsule, etc., with wholesale cost of $4.00 or less for the quantity dispensed, charge cost (1) of quantity dispensed plus 150% for all quantities up to and including one-fourth of manufacturer's size; charge cost of quantity dispensed plus 100% for all quantities up to and including one-half of manufacturer's size; charge cost of quantity dispensed plus 75% for all quantities greater than one-half of manufacturer's size. For less than manufacturer's size (3) of any Tablet, Pill, Capsule, etc., with wholesale cost for the quantity dispensed of more than $4.00 charge wholesale cost of quantity dispensed plus 75%.

6. Minimum price for any prescription $1.00.

7. Prescription prices will not exceed those charged nonveterans for identical prescriptions. If schedule prices exceed those on record in the pharmacy's prescription file for identical prescriptions for persons who are not VA beneficiaries, adjust price to lower figure.

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(1) "Cost means Wholesaler's price.

(2) "Ingredient" does not include vehicle. No increase in price should be made for cost of vehicle unless such cost equals or exceeds one-half of Schedule price. In such cases add one-half the cost of the amount (of vehicle) used to the Schedule price.

(3) "Size." Where more than one size is listed base price on cost of size nearest to quantity dispensed.

(4) "Proprietary" includes all "Specialties," Trade Marked items, specific manufacturer's product, etc.

(5) Best Quality and adapted to intended use of medicament, (e.g. dropper bottle, ophthalmic tube, etc.).

ONLY THESE NARCOTIC PREPARATIONS MAY BE SOLD ON ORAL OR TELEPHONED PRESCRIPTION

The Federal Bureau of Narcotics has issued its list of narcotic preparations that can be sold on oral prescription.

The Maryland Law is now also in effect. Following is the Federal Bureau's oral prescription narcotic list:

(1) **CODEINE** (methylmorphine): Codeine content of compound must not exceed eight grains per fluid oz. or one grain per dosage unit. *Codeine must be compounded with—*

(a) "one or more active non-narcotic ingredients in recognized therapeutic amounts" (examples — Empirin Compound with

Codeine, A.P.C. with Codeine, Coricidin with Codeine, Trigesic with Codeine); or

(b) "an equal or greater quantity of any isoquinoline opium alkaloid or salt thereof" (example—Copavin).

(2) **DIHYDROCODEINONE** (Hydrocodone, Dicodid, Hycodan) or any salt thereof: Dihydrocodeinone content of compound must not exceed one and one-third grains per fluid oz. or one-sixth grain per dosage unit. *Dihydrocodeinone must* be compounded with—

(a) "one or more active non-narcotic ingredients in recognized therapeutic amounts (examples — Bicotussin Syrup, Coditrate); or

(b) "a *fourfold* or greater quantity of any isoquinoline opium alkaloid or salt thereof" (example—Dihydrocodeinone 4 mg. with Papaverine, 16 mg.).

(3) **DIHYDROHYDROXYCODEINONE** (Oxycodone, Eucodal) or any salt thereof when compounded with one or more active *non-narcotic* ingredients in recognized therapeutic amounts. Dihydrohydroxycodeinone content must not exceed two-third grain per fluid oz. or one-twelfth grain per dosage unit. (example—Percodan, Nucodan)

(4) **DIONIN** (Ethylmorphine) or any salt thereof when compounded with one or more active *non-narcotic* ingredients in recognized therapeutic amounts. Dionin content must not exceed one and one-third grains per fluid oz. or one-sixth grain per dosage unit (example—Terpin Hydrate and Creosote compound with Dionin).

(5) **ANY ISOQUINOLINE ALKALOID OF OPIUM** or any salt of any such isoquinoline alkaloid, *alone* or in combination with other active non-narcotic medicinal ingredients. According to the Narcotics Bureau, the only isoquinoline alkaloids of opium currently on the market are: *Papaverine, Narcotine, Cotarnine,* and *Narceine.*

(6) **APOMORPHINE** or any salt thereof *alone* or in combination with other active non-narcotic medicinal ingredients.

(7) **NALLINE** (N-allyl-normorphine, Nalorphine) or any salt thereof *alone* or in combination with other active non-narcotic medicinal ingredients. It is an antidote for morphine poisoning.

Oral Prescription Narcotic List Does Not Include—

(1) **Straight** Codeine, Dihydrocodeinone, Dihydrohydroxycodeinone, or Dionin. An effort was made to get straight Dionin included in the list for ophthalmic solutions, but was unsuccessful.

(2) **MORPHINE** or any of its salts or compounds, except when they are included in preparations that have previously been known as *exempt narcotics*. In fact, oral prescriptions can be accepted for any *exempt narcotic preparation*. This is logical because any *exempt narcotic preparation* can be sold *over-the-counter* without any pre-

scription within the limits set by federal and state laws and regulations.

(3) **METHADONE COMPOUNDS** (Amidone, Adanon, Dolophine). Methadone compounds with other non-narcotic ingredients were proposed with certain dosage limitations, but were not included in the final list.

(4) **OPIUM COMPOUNDS** with other non-narcotic ingredients for topical application were proposed, but not included.

(5) **DEMEROL** (Pethidine, Meperidine): Dilaudid (Dihydromorphinone); Cocaine; Pantopon; Metopon; Dromoran; Isomethadone; Methadol; Nisentil (Alphaprodine); Heptazone (Thebaine); Phenadoxone.

Oral Prescriptions Must Be Reduced To Writing And Filed; No Refills

Like oral prescriptions for non-narcotic drugs under the Food and Drug Administration's Durham-Humphrey (D-H) law, and under our own Maryland Law, (the dangerous drug law) narcotic oral prescriptions must be reduced to writing promptly by the pharmacist and must be filed. The oral prescription narcotic law specifically requires that prescriptions be kept for two years.

Oral prescriptions can be accepted from any physician or other practitioner who has a narcotic registration. The practitioner must supply the pharmacist with the same information required for a written narcotic prescription.

Unlike FDA's Durham-Humphrey law, and our own harmful drug law, refills cannot be authorized on either a written or an oral narcotic prescription (except, of course, in the case of *exempt narcotic* preparations). A new prescription must be obtained each time.

There Are Now Three Classes of Narcotic Preparations

So far as the physician and the pharmacist are concerned, the new federal law and list issued by the Federal Bureau have the effect of creating three classes of narcotic preparations:

(1) **WRITTEN PRESCRIPTION NARCOTICS**: All narcotic preparations that do not fall in either of the next two categories still require the presentation of a written prescription before the pharmacist *can deliver* the drug.

(2) **ORAL PRESCRIPTION NARCOTICS**: Oral prescriptions can be accepted by the pharmacist for preparations on the Federal Bureau's list in those states where such oral prescriptions are legal under state law (Maryland). Oral prescriptions can be accepted for prescriptions that require compounding by the pharmacist as well as those available in pharmaceutical specialty form.

(3) **EXEMPT NARCOTICS**: No prescription is required for

> exempt narcotics which can be sold over-the-counter, but federal law requires a written record of each sale in a registration book.

Except for the simple fact that oral prescriptions are authorized for a limited list of narcotic preparations, the new federal law and regulations do not change anything else with regard to the responsibilities of physician and pharmacists in the handling of narcotics. For example—

> Even if the physician supplies a pharmacist with a prescription, the latter cannot sell him narcotics for use in his office or other practice. The physician is not supposed to get any narcotics for these purposes unless he uses his official narcotics order form. If a pharmacist is registered as a "wholesaler," he can supply a physician via an official order form.

NOTE:

A number of narcotics, which are considered exempt under Federal Law, are not exempt under State of Maryland Laws. Only a narcotic specifically cited by Maryland Law as an exempt narcotic may be so sold.

In Memoriam

CHARLES S. AUSTIN, JR.
HENRY H. BARRETT
WILLIAM E. BROWN
GUY CAPONE
MEYER EHRLICH
WILBUR C. FOOSE
HARRY H. FREIMAN
ALBERT W. HARDING
MURRAY S. HINTON
FREDERICK WILLIAM KOENIG
ANTHONY LaCOURSE
CARL O. LEONHARDT
EUGENE G. MORRIS
ALBERT J. PATRICK
WILLIAM ROSSBERG
ALVIN SCHWARTZ
ROBERT WILLIAM VINSON
JACOB M. WIENNER
BENJAMIN WHITELY WOOLFORD

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MARYLAND PHARMACEUTICAL ASSOCIATION
1958 - 59

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COMMITTEE FUNCTIONS

Social Committee:

To recommend a convention site to the Executive Committee. To promote the convention generally: Contributions, entertainment, attendance, publicity.

Building Committee:

To inspect the Kelly Memorial Building and grounds. To recommend repairs, maintenance and improvements.

Trade Relations Committee:

To improve trade relations between manufacturers, wholesalers and retailers particularly in out-front merchandise.

School of Pharmacy Committee:

To assist the School of Pharmacy, University of Maryland in promoting the School and forming a close relationship between the Faculty, Student Body and members of the Association.

Professional Relations Committee:

A liaison between Pharmacy, Dentistry and Medicine. To encourage closer and better relations between these professions. To foster meetings to discuss problems of common interest. To promote better intra-professional relations.

Legislative Committee:

To study all legislation affecting Pharmacy—local, state and federal. To take an active part in preventing harmful legislation and seeking beneficial legislation. To attend legislative sessions and hearings and participate in them if necessary.

Membership Committee:

To devise ways and means of improving the membership in the Association both numerically and qualitatively. Active participation to bring this about by mailing bills and calling on both delinquent and prospective members.

Finance Committee:

To study the financial needs of the Association for efficient operation. To prepare a budget and to recommend addition or deletion of expense items.

Auditing Committee:

To examine the books of the Association after the annual audit has been made.

Public Relations Committee:

To promote pharmacy through various medias—radio, television, newspapers, so that the public will have a better understanding and opinion of pharmacists and Pharmacy.

Fair Trade Committee:

To cooperate with the Fair Trade Service Bureau in the maintenance of Fair Trade in the State of Maryland, and to support legislation on both a State and National level pertaining to Fair Trade.

Publications Committee:

To examine the Maryland Pharmacist, official publication of the Maryland Pharmaceutical Association. To make editorial contributions, obtain advertisers and improve the publication generally.

Pharmacy Week Committee:

To assist the American Pharmaceutical Association in promoting National Pharmacy Week. To encourage participation in retail, hospital, school and public exhibits. To provide suitable awards.

Pharmacy Committee:

To promote professional Pharmacy and the good practice of Pharmacy.

Civil Defense:

To join with Civil Defense authorities on all levels to provide pharmaceutical service in case of an attack.

Resolutions Committee:

To gather and prepare resolutions for presentation at the annual Convention.

Nominating Committee:

To present a slate of officers, executive committee and nominees for the Maryland State Board of Pharmacy to the annual convention for election as stated in the Constitution of the Association.

Executive Committee:

The governing body of the Association as stated in the Constitution.

ARTICLES OF INCORPORATION

Know all men by these presents, That we, M. L. Byers, David M. R. Culbreth, Joseph B. Garrott, E. M. Foreman, John W. Geiger, Samuel Mansfield, J. Charles Smith, Columbus V. Emich, Albion J. Corning, John T. Thomsen, D. C. Auginbaugh, Edwin Eareckson, William Simon and J. Walter Hodges, being citizens of the United States, and a majority of whom are citizens of the State of Maryland, do hereby certify that we do, under and by virtue of the General Laws of this State, authorizing the formation of corporations, hereby form a corporation under the name of "The Maryland State Pharmaceutical Association of Baltimore City."

We do further certify, that the said corporation, so formed is a corporation for the purpose of bringing together the reputable Pharmacists, Chemists and Druggists of the State, that they may by thorough organization and united effort advance the science of Pharmacy, promote scientific research, and in the interest of the public strive to have enacted just, stringent laws, to prevent the adulteration of food and medicines, and to confine the compounding and sales of medicines to regularly educated Pharmacists; that the term of existence of said corporation is limited to forty years; and that the said corporation is formed upon the articles, conditions and provisions herein expressed, and subject in all particulars to the limitations relating to corporations, which are contained in the General Laws of this State.

We do further certify, that the operations of said corporation are to be carried on in the State of Maryland, and that the principal office of the said corporation will be located in Baltimore City.

We do further certify that the said corporation has no capital stock.

We do further certify that the said corporation will be managed by the officers, and that the said M. L. Byers, David M. R. Culbreth, Joseph B. Garrott, E. M. Foreman, John W. Geiger, Samuel Mansfield, J. Charles Smith and Columbus V. Emich are the names of the Officers who will manage the concerns of the said corporation for the first year.

In Witness Whereof, We have hereunto set our hands and seals this twenty-sixth day of November, in the year eighteen hundred and eighty-nine.

M. L. Byers (Seal)
David M. R. Culbreth, M. D. (Seal)
Joseph B. Garrott (Seal)
E. M. Foreman (Seal)
John W. Geiger (Seal)
Samuel Mansfield (Seal)
J. Charles Smith (Seal)
Columbus V. Emich (Seal)
John T. Thomsen (Seal)
D. C. Aughinbauch (Seal)
Edwin Eareckson (Seal)
William Simon (Seal)
J. Walter Hodges (Seal)
A. J. Corning (Seal)

A CODE OF ETHICS

For the guidance of members of this Association and all pharmacists of the State who may wish to follow the higher practice of their profession.

Respecting the Pharmacist Himself

First—He should, by study, experimentation, investigation and practice, thoroughly qualify himself to fully meet and competently transact the daily requirements of his vocation.

Second—He should possess a good moral character and should not be addicted to the improper use of narcotic drugs nor the excessive use of alcoholic stimulants.

Third—He should constantly endeavor to enlarge his store of knowledge; he should, as far as possible, read current pharmaceutical literature; he should encourage all such pharmaceutical organizations as seem to be helpful to the profession, and so deport himself as not to detract from the dignity and honor of the calling this Association, especially is trying to elevate.

Fourth—He should accept the standards and requirements of the United States Pharmacopoeia and the National Formulary for the articles of Materia Medica and the preparations recognized by these publications, and, as far as possible, should promote the use of these and discourage the use of proprietaries and nostrums.

Respecting the Pharmacist's Relation With Those From Whom He Makes Purchases

First—He should deal fairly with these, all goods received in error or excess, and all undercharges, should be as promptly reported as are shortages and overcharges,. Containers not charged for and not included in the charge of contents should be carefully returned, or, if used should be credited to the party to whom they belong.

Second—He should earnestly strive to follow all trade regulations and rules, promptly meet obligations, closely follow all contracts and agreements, and should not encourage or sanction any division of quantity purchases not contemplated in the terms of sale.

Respecting the Pharmacist's Relation With His Fellow-Pharmacist

First—In this relationship he should, especially, "do as he would be done by." He should not make any comment or use any form of advertisement that will reflect upon a member of the profession, generally or specifically. Nor should he do that which will in any way discredit the standing of other pharmacists in the minds of either physicians or laymen.

Second—He should not obtain, surreptitiously, or use the private formulas of another, nor should he imitate or use another's preparations, labels or special forms of advertising.

Third—He should not fill orders or prescriptions which come to him by mistake. Prescription containers with copies and labels of another pharmacist upon them may be filled by him upon request but he must invariably replace the labels with his own, thereby assuming proper responsibility.

Fourth—He should never request a copy of a prescription from another pharmacist; the owner of the prescription, being alone entitled to a copy, is the proper person to ask for it.

Fifth—He may borrow merchandise from another pharmacist, provided the practice is reciprocal and equally agreeable to both parties; but the better form is to pay a sum for the desired article equal to the cost and half of the profit to be obtained.

Respecting The Pharmacist's Relation With Physicians

First—He should positively refuse to prescribe for customers except in case of urgent emergency.

Second—He should not, under any circumstances substitute one article for another, or one make of an article for another, in a physician's prescription without the physician's consent.

Third—He should refuse to re-fill prescriptions or give copies of them when so instructed by the physician.

Fourth—He should not put advertisement of any kind on prescription blanks furnished to the physician, including the name and address of the pharmacy or pharmacist.

Fifth—He should not place copies of prescriptions upon containers unless ordered to do so by the prescriber, even though the patient should request it. Nor should he use any word or label, like "For External Use," "Poison," "Caution," etc., with due regard for the wishes of the prescriber, provided the safety of the patient and family is not jeopardized.

Sixth—Whenever there is a doubt as to the correctness of the physician's prescription or directions, he should invariably confer with the physician in order to avoid possible mistakes or unpleasantness; changes in prescriptions should not be made without such conference.

Respecting The Pharmacist's Relations With His Patrons

First—He should seek to merit the confidence of his customers, which, when won, should be jealously guarded and never abused by extortion or misrepresentation.

Second—He should supply products of standard quality only to patrons, excepting when something inferior is specified and paid for by them.

Third—He should charge no more than fair, equitable prices for merchandise and prescriptions; but the time required for the proper preparation of prescriptions should be duly considered and paid for.

Fourth—He should hold the safety and health of his patrons to be of first consideration; he should make no attempt to treat disease nor strive to sell nostrums or specifics simply for the sake of profit.

Fifth—He should consider the reckless or continued sale of drugs to habitues and the illicit sale of abortive medicines or poisons to be practices unbecoming a gentleman, a pharmacist and a member of this Association.

CONSTITUTION AND BY-LAWS

Revised and Adopted June 28, 1956

Preamble

WHEREAS, to promote progress and to guard the well-being of our profession within the State, Pharmacists should be thoroughly organized, and

WHEREAS, the relations existing between Pharmacists, Chemists, Drug Wholesalers and Manufacturers are, and ought to be, of the most intimate and confidential character, and

WHEREAS, there exists great necessity for the enactment of just, and stringent laws in the interest of the public, to guard against the adulteration, abuse and misrepresentation of drugs and medicines and to confine the compounding and dispensing of drugs and medicines to those who are thoroughly competent and duly licensed. Therefore, be it

Resolved, that we, the Pharmacists, Chemists, Drug Wholesalers and Manufacturers of the State of Maryland in convention assembled do hereby organize ourselves into a permanent association and adopt the following Constitution and By-Laws.

CONSTITUTION

ARTICLE I.

This Association shall be known as the MARYLAND PHARMACEUTICAL ASSOCIATION, INCORPORATED.

ARTICLE II.

OBJECT OF THE ASSOCIATION:

The object of this Association is to bring together the reputable Pharmacists, Chemists, and Allied Members of the drug industry of the State, that they may, by thorough organization and united effort, advance the science of Pharmacy, promote scientific research and, in the interest of the public, strive to have enacted just, and stringent laws conforming to state and federal regulations, and to prevent the adulteration, abuse and misrepresentation of drugs and medicines and to confine the compounding and sale of drugs and medicines to duly educated and licensed pharmacists.

ARTICLE III.

TYPES OF MEMBERSHIP:

Section 1. This Association shall consist of active, associate, affiliate, honorary and life members.

Section 2. *ACTIVE MEMBERS*: Any registered pharmacist in the State of Maryland, of good moral character and professional standing, who shall have attained the age of twenty-one years, shall be eligible to active membership in this Association, upon subscribing to the constitution and by-laws of this Association and payment of dues for the current year, and shall be entitled to all the rights, privileges and benefits of the Association. Applications shall be made on the form prescribed by the Executive Committee and shall be approved by the vote of a majority of the Executive Committee. None of the above qualifications shall change the status of any Active Member at this time.

Section 3. *ASSOCIATE MEMBERS*: Any registered pharmacist who does not have a proprietary interest in a drug store or pharmacy, any registered assistant pharmacist; pharmacy interne; educator; or any person of an allied profession or calling in the State of Maryland, of good moral character and professional standing, who shall have attained the age of twenty-one, shall be eligible to associate membership in this Association, upon subscribing to the constitution and by-laws of this Association and the payment of dues for the current year, and shall be entitled to all the rights, privileges and benefits of the Association, except the right to vote or hold office in the Association.

Section 4. *AFFILIATE MEMBERSHIP*: Any non-registered pharmacist in the State of Maryland or others who have a proprietary or managerial interest in a drug store or pharmacy; any owner, members of a corporation or executive of an allied business or calling in the State of Maryland, of good moral character and standing, who shall have attained the age of twenty-one, shall be eligible to affiliate membership in this Association, upon subscribing to the constitution and by-laws of this Association, and the payment of dues for the current year, and shall be entitled to all the rights, privileges and benefits of the Association, except the right to vote or hold office in the Association.

Section 5. *LIFE MEMBERSHIP*: Any active member who has paid at least twenty-five years continuous dues, may pay ten years current dues in advance to the Treasurer and shall be a life member. Life members shall have all the rights and privileges of active members, including the right to vote, but are not required to pay the annual dues, thereafter.

Section 6. *HONORARY MEMBERS*: Professional men, physicians, pharmacists, chemists, scientists and other persons of merit, not actively engaged in the practice of retail pharmacy, shall, upon the vote of 80% of the Executive Committee, be declared honorary members and shall be entitled to all the privileges of the other classes of members except the right to vote and to hold elective office. They shall not be required to pay annual dues.

ARTICLE IV.

OFFICERS AND EXECUTIVE COMMITTEE:

The Officers of this Association shall consist of a President, three Vice-Presidents, an Executive Secretary, a Treasurer, and an Executive Committee composed of representatives of five districts, and Baltimore City, comprising the State of Maryland. Originally, each district shall have representation based on two members on the Executive Committee for each of the five districts and three members for Baltimore City, regardless of store population After adoption of this Constitution, any of the five districts and Baltimore City. shall be entitled to one extra member on the Executive Commitee on the basis of one member for every twenty-five dues paid members in the district or Baltimore City. Representation shall not exceed five members to the Executive Committee from any one district or Baltimore City.

District 1: Eastern Shore. To include the following counties: Caroline, Cecil, Dorchester, Kent, Queen Annes, Somerset, Talbot, Wicomico and Worcester.

District 2: Central. To include the following counties: Anne Arundel, Baltimore, Harford and Howard.

District 3: Southern. To include the following counties: Calvert, Charles, Montgomery, Prince Georges and St. Mary's.

District 4: Northern. To include the following counties: Carroll, Frederick and Washington.

District 5: Western. To include the following counties: Allegany and Garrett.

District 6: Baltimore City. To include the corporate city limits.

All officers of this Association except the Executive Secretary shall be elected annually by ballot, and shall hold office until their successors are elected and have qualified. The Executive Secretary shall be appointed by the Executive Committee, to serve and act during the term of said Executive Committee.

Ex-Officio members may be elected annually by ballot, to the Executive Committee because of the office they hold. Ex-Officio members to the Executive Committee shall not vote.

The President of the Association shall become a member of the Executive Committee for the year immediately following his term as president, and he shall serve as chairman of the Executive Committee during this period.

ARTICLE V.

AMENDMENT OF CONSTITUTION:

Every proposition to alter or amend this Constitution must be submitted in writing, and, after being read at a duly constituted meeting shall be referred to the Executive Committee, and lie over until the next annual meeting of the Association, when, upon receiving an affirmative vote of two-thirds of the members present, it shall become part of this Constitution.

ARTICLE VI.

QUORUM:

Twenty-five members shall constitute a quorum for the transaction of business.

BY-LAWS

ARTICLE I.

DUTIES OF THE PRESIDENT:

The President shall preside over all meetings of this Association; he shall decide all questions of order, subject, however, to an appeal. He shall appoint all committees, unless their appointment is otherwise ordered by the

Association and shall be ex-officio, a member of the Executive and each standing committee. He shall present at each annual meeting a report and shall make such suggestions as may seem to him suitable to promote the interest and better carry out the objects for which this Association has been organized. He shall authenticate all proceedings by his signature.

ARTICLE II.

DUTIES OF THE OFFICERS:

In the absence of the President, or his inability to act, his duties shall devolve upon the Vice-Presidents in their order of rank.

ARTICLE III.

DUTIES OF THE EXECUTIVE SECRETARY:

The Executive Secretary shall make and keep correct minutes of the proceedings and conduct all the correspondence of the Association. He shall be ex-officio, a member and Secretary of the Executive and each Standing Committee. He shall carefully preserve on file all reports and papers of every description, and it shall be his duty, under direction of the Executive Committee, to edit the Maryland Pharmacist, publish and distribute the Proceedings of the Association, countersign all orders upon the Treasury and shall be paid an annual salary of a sum to be determined by the Executive Committee.

ARTICLE IV.

DUTIES OF THE TREASURER:

The Treasurer shall collect and safely hold all dues and other funds belonging to the Association, to the order of the Executive Committee. He shall report to the Executive Committee the status of membership of the Association. He shall at each Executive Committee meeting render a statement of his accounts showing all income and expenditures. He shall at each annual meeting render a statement of his accounts to the Executive Committee for audit and report a copy of the same to the Association. He shall be ex-officio, a member of the Executive Committee. He shall keep a separate account for the monthly journal, charging all expenses and crediting all receipts, setting out this account separately in his annual report. He shall countersign all orders upon the Treasury.

ARTICLE V.

DUTIES OF THE EXECUTIVE COMMITTEE:

The property and affairs of the Association shall be managed by the Executive Committee, consisting of the President. the three Vice-Presidents, the Chairman, who is the immediate preceding president, and members representing the districts of the State as determined in the Constitution. To the extent that the corporation laws of this State permits, the Executive Committee shall be the governing body of the Association and shall have and be entitled to exercise all the power of the members. The Chairman and members at large of the Executive Committee shall be elected by ballot at the annual meeting of the Association and shall hold office until their successors are elected and have qualified. In case of resignation removal or death of any member of the Executive Committee, the vacancy shall be filled by the remaining members of the Executive Committee, and the new committee member shall hold office until the election and qualification of his successor.

The Executive Committee shall meet at such times and places as the committee may determine. Special meetings of the Committee may be called at any time by the President or by a majority of the committee.

No member of the Executive Committee shall receive any compensation for his services as such.

Ten members of the Executive Committee shall constitute a quorum for the transaction of any business at any regular or special meeting of the Executive Committee.

Article VI

MEETINGS:

This Association shall hold its meetings annually at such time and place as the Executive Committee may name and shall give thirty days written notice thereof to the membership. Special meetings shall be called, upon the written application of ten members, directed to the President; said written application before being acted on must be submitted to the Board of Trustees, and receive the approval of a majority of said Board of Trustees, and at least fifteen days notice be given of the time, place and object of meeting in special session. Regional meetings may be held at such place as the President may designate which the officers and chairman of committees especially shall attend.

Article VII

BOARD OF TRUSTEES:

The officers of the Association shall constitute a Board of Trustees for the transaction of any business that may be intrusted to it.

Article VIII

FISCAL YEAR:

The fiscal year of this Association shall be the calendar year.

Article IX.

FINANCIAL ADMINISTRATION:

All checks or orders for payment of money shall be signed by such officer or officers as may, from time to time, be designated by the Executive Committee, provided such papers be signed by the Treasurer with the approval of the President or such other officer designated by the President.

All other contracts, obligations and documents of all kinds shall be executed by the President, whose signature shall be witnessed by the Secretary after approval, shall first have been given by the Executive Committee and shall include such signature or signatures of officers as may be required or designated by the Executive Committee.

All active and affiliate members in order to maintain their status as members in good standing are required to pay dues in the amount of Twenty-five dollars a year, payable January 1st of each year, in advance.

Two dollars of each active and affiliate members dues collected shall be earmarked for "Kelly Memorial Building Maintenance, Only."

All Associate members in order to maintain their status as members in good standing are required to pay dues in the amount of Five dollars a year, payable January 1st of each year, in advance.

Any member, whose dues shall be in arrears for one year shall, after due notification from the Treasurer, lose his rights as a member.

The Executive Secretary and Treasurer shall each receive a salary in such amount as the Executive Committee may determine for his services.

An annual audit shall be prepared by a certified public accountant, who has been approved by the Executive Committee, at the close of business on May 31st each year. A full and true report of the annual audit shall be given at the annual meeting of the Association.

Article X.

ORDER OF BUSINESS:

The Executive Committee shall furnish the order of business for each regular and annual meeting and shall furnish the Executive Secretary a draft of progress at least thirty days before the date of such meetings.

Article XI.

APPOINTMENT TO STATE BOARD OF PHARMACY:

A list of members of the Association, in good standing, being skilled and competent pharmacists who have had at least five years active pharmaceutical experience in compounding and dispensing physician's prescriptions, shall be submitted by the executive committee to the nominating committee, which latter named committee shall recommend at the annual meeting of the Association, a list of three eligible members for each vacancy to be filled by appointment of the Governor of the State of Maryland to the Maryland Board of Pharmacy. None of the candidates may be connected with the School of Pharmacy, either as a teacher, instructor, or a member of the Board of Trustees. The Board of Pharmacy shall consist of two members of the City of Baltimore, two members of the Counties of the State, and one member of either the City of Baltimore or the Counties of the State. The appointment shall be for a period of five years. In case of any vacancy or vacancies, whether from expiration of term, resignation, death or otherwise, the Governor shall appoint a successor from a list of Pharmacists of three times the number of vacancies to be filled, said list to be submitted by the Maryland Pharmaceutical Association. The said Commissioners shall, after notification of their appointment each subscribe to the oath prescribed by the Constitution of the State of Maryland and shall hold office until the appointment and qualification of his successor.

Article XII.

STANDING AND SPECIAL COMMITTEES:

The following Standing Committees shall be appointed annually by the President and approved by the Executive Committee:

1. Social Committee
2. Building Committee
3. Trade Relations Committee
4. School of Pharmacy Committee
5. Professional Relations Committee
6. Legislative Committee
7. Membership Committee
8. Finance Committee

9. Auditing Committee
10. Public Relations Committee
11. Fair Trade Committee
12. Publications Committee
13. Pharmacy Week Committee
14. Pharmacy Committee
15. Civil Defense Committee
16. Nominating Committee
17. Resolutions Committee

The President shall also appoint such other special committees as it may, from time to time deem necessary or advisable. The number of members serving on Standing and Special Committees and the duties and responsibilities of all committees shall be determined by the Executive Committee and a report of all committees shall be submitted in writing at regular, special or annual meetings of the members.

Article XIII.

TRAVELERS AUXILIARY:

Section 1. (Authorization) The Maryland Pharmaceutical Association hereby authorizes the organization of the Travelers' Auxiliary of the Maryland Pharmaceutical Association to be a permanent organization to aid in the entertainment of the Association.

Section 2. (Membership) Membership of the Auxiliary shall comprise all representatives who sell to the pharmacists and to the drug trade in general.

Section 3. (Dues) Each member of the Auxiliary shall pay seven dollars and fifty cents in annual dues to the Treasurer of the Auxiliary, or any designated amount.

Section 4. (Function) The Social Committee of the Maryland Pharmaceutical Association shall devise with the Travelers' Auxiliary in matters pertaining to the program of entertainment for the annual meeting of the Association.

Section 5. (Powers) The Travelers' Auxiliary and Social Committee of the Maryland Pharmaceutical Association shall have control of the entertainment features of the Maryland Pharmaceutical Association at its meetings.

Article XIV

LADIES AUXILIARY:

Section 1. (Authorization) The Maryland Pharmaceutical Association hereby authorizes the organization of the Ladies' Auxiliary of the Maryland Pharmaceutical Association to be a permanent organization to aid in the entertainment of the Association.

Section 2 (Membership) Membership of the Auxiliary shall comprise of wives of pharmacists, teachers and all representatives who sell to the pharmacists and to the drug trade in general.

Section 3. (Dues) Each member of the Ladies' Auxiliary shall pay two dollars in annual dues to the Treasurer of the Auxiliary, or any designated amount.

Section 4. (Function) The Social Committee of the Maryland Pharmaceutical Association shall devise with the Ladies' Auxiliary in matters pertaining to the program of entertainment for its annual meeting of the Association.

Section 5. (Powers) The Ladies' Auxiliary and the Social Committee of the Maryland Pharmaceutical Association shall have control of the entertainment features of the Maryland Pharmaceutical Association at its meetings.

ARTICLE XV

STUDENTS AUXILIARY:

Section 1. (Authorization) The Maryland Pharmaceutical Association hereby authorizes the organization of a Students' Auxiliary of the Maryland Pharmaceutical Association.

Section 2. (Membership) Under-graduate students who are members of the second, third, and fourth year classes, respectively, of the School of Pharmacy of the University of Maryland shall be eligible for active membership in the Students' Auxiliary.

Section 3. The Students' Auxiliary is hereby empowered to adopt a constitution and by-laws which constitution shall be approved by the Maryland Pharmaceutical Association before taking effect.

Section 4. The Students' Auxiliary is empowered to elect such officers and appoint such committees as provided for in the constitution and by-laws, including an Executive Committee. The President of the Maryland Pharmaceutical Association shall be a member ex-officio and without vote, of the Executive Committee of the Students' Auxiliary, and the President of the Students' Auxiliary shall be a member, ex-officio and without vote, of the Executive Committee of the Maryland Pharmaceutical Association.

Section 5. The Students' Auxiliary of the Maryland Pharmaceutical Association shall send three delegates to the annual convention of the Maryland Pharmaceutical Association, such delegates to be appointed in accordance with the by-laws.

Section 6. The members of the Students' Auxiliary of the Maryland Pharmaceutical Association shall be entitled to receive "The Maryland Pharmacist" for each month of the college year, upon the payment to the Publications Committee of the Maryland Pharmaceutical Association the sum of one dollar ($1.00) per member.

ARTICLE XVI

AMENDMENT OF BY-LAWS:

These By-Laws may be amended by the affirmative vote of two-thirds of the members in attendance, at any regular meeting of the members or a special meeting called for that purpose; provided that notice to members, in writing of the proposed changes be given at least fifteen days before the meeting.

ARTICLE XVII

ORDER OF BUSINESS:

The Order of Business at the annual meeting and special meetings where appropriate shall be as follows:

1. Call to order
2. Roll Call

3. Reading of Minutes of Previous Meeting
4. Reading of Communications
5. Reports of Officers and Committees
6. Unfinished Business
7. Election of Members
8. New Business including election of Officers and members at large the Executive Committee.
9. Adjournment

Article XVIII

RULES OF ORDER:

Roberts Rules of Order shall prevail in the meetings of this Association.

CONSTITUTION AND BY-LAWS
TRAVELERS' AUXILIARY
MARYLAND PHARMACEUTICAL ASSOCIATION
(T. A. M. P. A.)

Effective as of October 6th, 1951

Preamble

In acordance with the authority contained in Section 1, Article XIII, of the Constitution and By-Laws of the Maryland Pharmaceutical Association, this organization shall be known as the Travelers' Auxiliary of the Maryland Pharmaceutical Association.

Article I.

The object of this Association shall be to co-operate with the Maryland Pharmaceutical Association in promoting the general welfare of the drug trade and assist in providing entertainment at the Annual Convention.

Article II.

This Association shall meet regularly on the FIRST Saturday of each month unless otherwise ordered by a two-thirds vote of members present.

The ANNUAL meeting shall be held during the time and at the place of the Annual Convention of the Maryland Pharmaceutical Association.

Article III.

EXECUTIVE OFFICERS

The Governing Body of this Association shall be composed of Active Members only and shall consist of a PRESIDENT, FIRST VICE-PRESIDENT, SECOND VICE-PRESIDENT, THIRD VICE-PRESIDENT, SECRETARY-TREASURER, ASSISTANT SECRETARY-TREASURER, a Board of Directors consisting of nine members and the IMMEDIATE Past President who shall act as Chairman of the Board.

Article IV.

All officers of this Association shall be elected annually at our meeting which shall be held during the time of the Annual Convention of the Maryland Pharmaceutical Association. The PRESIDENT, FIRST VICE-PRESIDENT, SECOND VICE-PRESIDENT, THIRD VICE-PRESIDENT, shall be elected for a term of one year, SECRETARY-TREASURER for a term of one year, and the ASSISTANT SECRETARY-TREASURER for a term of one year

In the event of any officer not being able to perform any duties pertaining to his office, each following officer will perform the duties of the next highest office until the next Annual Convention. Three DIRECTORS shall be elected for a term of three years each.

The candidates for President, First Vice-President, Second Vice-President, Third Vice-President, Secretary-Treasurer, Assistant Secretary-Treasurer receiving a majority of votes cast shall be declared elected to their respective office.

The three candidates for Directors receiving the largest number of votes cast shall be elected as Directors.

Article V.

The PAST PRESIDENTS shall constitute a permanent group to be known as the ADVISORY COMMITTEE.

Article VI.

This Association shall consist of ACTIVE MEMBERS, ASSOCIATE MEMBERS and HONORARY MEMBERS.

Article VII

Thirty members (ACTIVE) shall constitute a quorum for the transaction of business.

Article VIII

These By-Laws may be suspended at any regular meeting of the Association by a unanimous vote of the members present. Amendments to the By-Laws may be proposed at any session, in writing, and voted upon at the next regular meeting and may be accepted or rejected by a two-thirds vote of the ACTIVE members present.

Article IX.

Honorary President

To be elected at Annual Meeting for a term of one year.

BY-LAWS

SECTION I.

Duties of Officers and Committees.

PRESIDENT—It shall be the duties of the President to preside at all meetings of the Association and its Governing Body and to perform such other duties as ordinarily pertain to his office. He shall also call a meeting of the Chairmen of the various committees at least twice a year.

VICE-PRESIDENTS—In the absence of the President, or his inability to act, his duties shall devolve upon the Vice-Presidents in the order of their rank.

SECRETARY-TREASURER and/or ASSISTANT SECRETARY-TREASURER—It shall be the duties of the Secretary-Treasurer and/or Assistant Secretary-Treasurer to keep a record of all proceedings and finances of the Association. They shall make a complete report, in writing, at the first regular meeting following the Annual Convention. They shall deposit all funds in the name of the Association in a bank acceptable to Governing Body.

All checks must be signed by the President and Secretary-Treasurer, or the President and the Assistant Secretary-Treasurer or by the Secretary-Treasurer and Assistant Secretary-Treasurer.

GOVERNING BODY—This Body shall be charged with the transaction of all business not covered specifically by these By-Laws and shall hold a monthly meeting or oftener at the discretion of the President to transact any necessary business and to hear the detailed report of the Secretary-Treasurer or the Assistant Secretary-Treasurer as to finances and membership, except during the month of August in which there is no activity.

SECTION II.

All officers shall assume the duties of the offices to which they are elected at the first regular meeting following their election. At this meeting the President shall appoint the following PRINCIPAL and STANDING committees (except AUDITING and NOMINATING, which shall be appointed at the meeting prior to the ANNUAL meeting) and any others deemed necessary.

ATTENDANCE
CUSTODIAN
LUNCHEON
THE MARYLAND PHARMACIST
MEMBERSHIP
PROGRAM
PUBLICITY
WELFARE

SECTION III.

Duties of Committees.

Chairman of each Committee shall call a Meeting of his Committee members at least twice a year and shall submit a report to the President.

ATTENDANCE—It shall be the duties of this committee to promote attendance at all meetings.

AUDITING—This committee shall consist of three Past Presidents whose duties it shall be to audit the books annually and submit a written report.

LUNCHEON—This committee shall arrange all menus for regular meetings, shall sell tickets at the door, see that all present are being served and distribute all prizes.

THE MARYLAND PHARMACIST—It shall be the duties of this committee to cooperate with the Editor of the Maryland Pharmacist in supplying information, news of interest, activities of the T.A.M.P.A. Such information to be in the hands of the M.P.A. Editor not later than the Monday following the Saturday of the regular monthly Meeting.

MEMBERSHIP—This committee shall thoroughly investigate the character of all applicants.

NOMINATING—This committee shall consist of three immediate Past Presidents, whose duties it shall be to suggest a complete roster of officers to be elected at the ANNUAL Meeting. This roster to be presented when called for by the President. Additional nominations may be made from the floor.

PROGRAM—This committee shall arrange all programs for all regular meetings.

PUBLICITY—It shall be the duties of this committee to furnish news of our activities to the press or any other medium.

CUSTODIAN—It shall be the duties of this committee to see that an American Flag and T.A.M.P.A. Banner is available and displayed at all meetings and to protect any equipment of the Association.

WELFARE AND SICK—It shall be the duties of this committee to call on the sick and make a report at each regular meeting, and also render any assistance within the power of the Association.

ADVISORY—This committee shall act at the request of the President.

SECTION IV.

Membership.

Active membership in this Association shall be limited to men calling on the Drug Trade, who are acceptable to the Governing Body of the Association.

Applications for membership shall be in writing on the prescribed form and endorsed by two ACTIVE members and accompanied by one year's dues.

All applications or names of prospective applicants shall be handed the Secretary-Treasurer, who shall submit the name, firm represented and any other information to the Governing Body for their decision as to eligibility. This Body to submit its report to the membership committee for their investigation, they to report to the Secretary-Treasurer. If a favorable report is received the Secretary-Treasurer shall announce the name or names in his written communication to the membership for action at next regular meeting.

Upon acceptance by two-thirds vote of ACTIVE members present the person or persons whose name was acted upon shall be notified by the Secretary-Treasurer, in writing, of his election, and his name will be inscribed on the rolls of the Association.

This Association shall have the power to expel a member by a vote of two-thirds ACTIVE members present at a regular meeting, providing a trial is held for conduct against the best interests of the Association, but no person shall be expelled until he has been notified of the charges against him and given an opportunity to present his defense.

Associate Members

An Associate member of this Association shall be a member who by reason of change of occupation shall cease to qualify, in the opinion of the Governing Body, as an Active member but who desires to remain in the Association for its social contact. He will pay the regular dues but may not vote.

Honorary Members.

The Governing Body may nominate for Honorary membership, persons, who in their opinion have rendered such service to the Association as to deserve this recognition. All such nominations to be subject to election by a two-thirds vote of the membership present at a regular or Annual Meeting. Such membership to carry no voting privilege and also to be exempt from the annual dues.

Dues.

The annual dues of the members of this Association shall be seven dollars and fifty cents ($7.50) and shall be payable in advance on January first, of each year, and shall be considered in arrears, if not paid by the time of the Annual Convention, and such member shall be automatically dropped from the rolls. New members joining the Association after September first, dues are paid for the following year.

OFFICERS 1958

BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION

President—ALEXANDER J. OGRINZ, JR.
First Vice President—HERMAN B. DRUKMAN
Second Vice President—GREGORY W. A. LEYKO
Third Vice President—SAM A. GOLDSTEIN
Fourth Vice President—JEROME J. CERMAK
Secretary—JOSEPH COHEN
Secretary Emeritus—MELVILLE STRASBURGER
Treasurer—CHARLES E. SPIGELMIRE
Treasurer Emeritus—FRANK L. BLACK

EXECUTIVE COMMITTEE

Chairman—VICTOR H. MORGENROTH, JR.

IRVING I. COHEN
JOSEPH L. COMBS, JR.
AARON M. LIBOWITZ
EDWARD J. PASSARO

Ex-Officio
PAST PRESIDENTS
FRANCIS S. BALASSONE

CONSTITUTION AND BY-LAWS OF BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION

AMENDED AND NAME CHANGED FROM BALTIMORE RETAIL DRUGGIST ASSOCIATION ON DECEMBER 5, 1957.

ARTICLE 1

MEMBERSHIP

SECTION 1. Membership in the Association shall be divided into four classes: ACTIVE MEMBERS, LIFE MEMBERS, HONORARY MEMBERS, and ASSOCIATE MEMBERS

(a)) ACTIVE MEMBERS: All registered Pharmacists who are or were actively engaged in the practice of retail pharmacy in Metropolitan Baltimore as owners of retail drug stores, are eligible to become active members. Applications shall be made on the form prescribed by the Executive Committee and shall be approved by the vote of a majority of the Active Members present at regular annual meetings or in the interim, by a majority vote of the Executive Committee. None of the above qualifications shall change the status of any Active Member at this time.

(b) LIFE MEMBERS: Any Active Member who has paid dues for fifteen years, may pay the sum of $100.00 to the Treasurer and shall be a Life Member and shall be presented with an appropriate certificate by the President. Life Members shall have all the rights and privileges of Active Members, including the right to vote, but are not required to pay the annual dues, thereafter.

(c) HONORARY MEMBERS: Professional men, physicians, pharmacists, chemists, scientists and other persons of merit, not actively engaged in the practice of retail pharmacy, shall, upon the vote of 80% of the Executive Committee, be declared Honorary Members and shall be entitled to all the privileges of the other classes of members except the right to vote and to hold elective office. They shall not be required to pay annual dues.

(d) ASSOCIATE MEMBERS: Any Pharmacist or other person actively engaged in industries allied to the profession, who do not meet qualifications of Active Membership, may by paying such dues as determined by the Executive Committee be eligible to all rights and privileges of the Association, except to vote and hold office.

MEETINGS

SECTION 2. MEETINGS:

(a) ANNUAL MEETINGS: The annual meeting of the members for the election of officers and members of the Executive Committee of the Association and for the transaction of any other business that may be before the meeting shall be held in December of each year in the City of Baltimore at a time and place designated by the Executive Committee.

(b) SPECIAL MEETINGS: The Special Meetings of the members may be called by the President or a majority of the Executive Committee, upon five days written notice. Petitions requesting special meetings, signed by not less than twenty-five active members, addressed to the President, shall make it mandatory for such special meetings to be called.

SECTION 3. QUORUM: Twenty-five members who are entitled to vote shall constitute a quorum for the transaction of any business at any annual or special meeting.

ARTICLE II

EXECUTIVE COMMITTEE

SECTION 1. The property and affairs of the Association shall be managed by the Executive Committee consisting of ten members; the President, the four Vice-Presidents, the Chairman, (the immediate preceding President) and four members at large. To the extent that the Corporation Laws of this State permit, the Executive Committee shall be the governing body of the Association and shall have, and be entitled to exercise, all the powers of the members. The Chairman and members at large of the Executive Committee shall be elected by ballot at the annual meeting of the Association, and shall hold office until their successors are elected and have qualified. In case of resignation, removal or death of any member of the Executive Committee, the vacancy shall be filled by the remaining members of the Executive Committee, and the new Committe member shall hold office until the election and qualification of his successor.

SECTION 2. The Executive Committee shall meet at such times and places as the Committee may determine. Special meetings of the Committee may be called at any time by the President or by a majority of the Committee.

SECTION 3. No member of the Executive Committee shall receive any compensation for his services as such.

SECTION 4. Six members of the Executive Committee shall constitute a quorum for the transaction of any business at any regular or special meeting of the Executive Committee, except as provided for in Article I, Section 1, paragraph (c).

ARTICLE III

OFFICERS

Section 1. The officers of the Association shall consist of a President, four Vice-Presidents, a Secretary and a Treasurer. Such officers shall be elected by the Active and Life Members at the regular annual meeting, and shall hold office for one year or until their successors are elected and qualified.

Section 2. The Executive Committee may, from time to time, appoint such other officers and agents with such powers and duties as the Committee may deem advisable.

Section 3. Any vacancy in any office shall be filled by majority vote of the Executive Committee.

Section 4. Any officer, or employee, may be removed at any time with cause by the affirmative vote of a majority of the Executive Committee or by any superior officer upon whom such power of removal may have been conferred by the Executive Committee, and such action shall be conclusive upon the officer or employee so removed.

Section 5. The officers shall perform such duties as may, from time to time, be designated by the Executive Committee.

ARTICLE IV

OFFICIAL SEAL

The official seal of the Association shall be inscribed thereon the name of the Corporation and the words "Incorporated 1958 Maryland."

ARTICLE V

FINANCIAL ADMINISTRATION

Section. 1.

(a) All checks or orders for payment of money shall be signed by such officer or officers as may, from time to time, be designated by the Executive Committee provided such papers be signed by the Treasurer, with the approval of the President or such other officer designated by the President.

(b) All other contracts, obligations and documents of all kinds shall be executed by the President, whose signature shall be witnessed by the Secretary, after approval shall first have been given by the Executive Committee and shall include such signature or signatures of other officers as may be required and designated by the Executive Committee.

Section 2. The fiscal year of the Association shall be the calendar year.

Section 3. All Active Members, in order to maintain their status as Active Members, are required to pay dues in the amount of $10.00 per year payable on January 1st of each year, in advance. Any Active Member who is in default in the payment of his annual dues for one year shall automatically cease to be an Active Member of the Association.

Section 4. The Secretary and Treasurer shall each receive a salary in such amount as the Executive Committee may determine, for his services.

Section 5. A full and true statement of the affairs of the Association shall be submitted at the annual meeting of the members, and filed within twenty days thereafter at the principal office of the Association.

ARTICLE VI

STANDING COMMITTEES

Section 1. The following standing committees shall be appointed annually by the President, and the President shall be a member ex-officio of all such committees:

1. Social Committee.
2. Pharmacy Committee
3. Building Committee
4. Publicity Committee
5. Membership Committee
6. Committee on Attendance and Arranging Meetings
7. Ethical Practices Committee
8. Committee on Professional and Public Relations
9. Civil Defense Committee
10. Legislative Committee
11. Prescription Survey Committee
12. Good and Welfare Committee
13. Auditing Committee

The Executive Committee may also appoint such other special Committees as it, from time to time, may deem necessary or advisable.

The number of members serving on standing and special committees and the duties and responsibilities of all committees shall be determined by the Executive Committee, and a report of all committees shall be submitted, in writing, at the annual meeting of members.

ARTICLE VII

AMENDMENTS

These By-Laws may be amended by the affirmative vote of two-thirds of the members in attendance, at any regular meeting of the members or a special meeting called for that purpose; provided that notice to members, in writing, of the proposed changes be given at least fifteen days before the meeting.

ARTICLE VIII

ORDER OF BUSINESS

The order of business at the annual meeting and special meetings, where appropriate, shall be as follows:

1. Call to order
2. Roll call
3. Reading of minutes of previous meeting
4. Reading of communications
5. Reports of officers and committees
6. Unfinished business
7. Election of members
8. New business, including election of officers and members at large of the Executive Committee; and
9. Adjournment.

REGISTERED PHARMACISTS IN MARYLAND

The following list of Registered Pharmacists is furnished by and with the authority of the Maryland Board of Pharmacy, and every care has been taken to make the list accurate in every detail. However, should any errors be noted, please notify the Secretary of the Maryland Board of Pharmacy, 2411 North Charles Street, Baltimore, Maryland.

A

Aarons, Hillel R.
Aaronson, Alfred I.
Abarbanel, Judith
Aberbanel, Morton
Abelsky, Abraham
Abelson, Abraham A.
Abrahams, C. S.
Abrams, Marvin H.
Abrams, Lawrence M.
Abrams, Rosalie G.
Abramson, Aaron
Abramson, Alfred
Abramson, Daniel J.
Abramowitz, Manuel
Abramowitz, Robt. N.
Aceto, Mario D. G.
Adams, Embray E.
Adams, James H.
Adamson, Robert W.
Adelson, Morton J.
Adkins, Robert T.
Albert, Ada Celeste
Albert, Irvin J.
Albrecht, Walter E.
Albrecht, William F.
Aldrich, Clayton B.
Alessi, Alfred Henry
Alessi, Edward J.
Alexander, Horace L.
Alexander, Latimer B.
Alexander, Lydia B.
Alexander, T. W.
Alexander, Wm. A.
Allaband, Edgar R.
Allen, Anthony, III
Allen, Benjamin F.
Allen, E. B.
Allen, Claris M.
Alliker, Morris J.
Alpern, Elwin H.
Amarant, Emil
Amoia, Henry
Anders, W. Raymond
Anderson, B. W.
Anderson, Chas. D.
Anderson, Chas. R.
Anderson, J. Erroll
Anderson, Solon Lee
Andrews, Marvin J.
Angster, Jerome
Angorn, Richard A.
Anoff, Bernard
Ansell, Max S
Anshell, Marvin
Anthony, Arthur F.
Anthony, John P.
Apitz, Fred W.
Appel, William J.
Applestein, Frank
Applestein, Harry A.
Arch, Edward K.
Archambault, Paul J.
Archer, Fletcher W.
Archer, Theodore
Armstrong, Chas. L.
Arrington, H. S.
Artigiani, Filiberto
Artsis, Morris
Asbill, J. Lewis
Ashbury, Howard E.
Ashby, James H.
Askey, Wilbur G.
Atlas, Harvey H.
Atwell, Daniel S., Jr.
August, Henry John
Aursliff, Carl
Austerlitz, John S.
*Austin, Chas. S., Jr.
Austraw, Geraldine L.
Austraw, H. H.
Austraw, Richard F.
Avedisian, Paramaz
Avent, T. E.
Avinger, Noel S.
Avis, James L.
Axelrod, Stuart
Ayd, John Joseph
Ayd, Joseph M.
Aytes, Chester Ray

B

Baer, Philip C.
Bachman, Fenton L.
Bachrach, M. E.
Baer, Adolph
Bahr, Raymond D.
Baier, John Cletus
Baikstis, Anda A.
Bailey, Grafton D. P.
Bailey, Halcom S.
Bailone, Wm. A., Jr.
Bair, Schafer B.
Bakas, James A.
Baker, Daniel S.
Baker, G. F.
Baker, Harley E.
Baker Israel
Baker, J. Elmer
Baker, William
Balassone, Francis S.
Balcerak, Eugene P.
Balcerzak, A. E.
Baldwin, G. Mitchell
Baldwin, James S.
Balje, Richard A.
Balliet, Woods D.
Balmert, Clemens A.
Balotin, Louis Leon
Baltz, George E.
Bambrick, Vincent C.
Bank, Albert
Bankard, Jesse C.
Barbacoff, Alec
Barcus, Glenn W.
Barke, Daniel S.
Barke, Sheldon Saul
Barker, C. W.
Barlow, Sara A. LeV.
Barlow, Robert J.
Barnes, Forrest P.
Barnett, Edward J.
Barnett, Ruth Ella
Barnett, William M
Barnett, W. P.
Barnstein, Fred S.
Barnum, Charles W.
Barone, James A.
Baroti, Ethel
Barrett, A. G.
Barrett, Harvey W.
Barrett, Henry H.
Barrett, Sister Agatha
Barrett, William H.
Barrie, Louis C.
Barron, Frank R.
Barry, Wilbur Ford
Barshack, Irwin S.
Barshack, Jack
Barsky, Samuel

*Deceased

Bartlett, Fitz James
Barton, Cynthia LaL.
Bartoshesky, Louis H.
Basik, Harvey E.
Basil, George C.
Bassett, Irving A.
Bastable, Edward J.
Batalion, Abraham L.
Batchison, Joseph C.
Batdorf, John B.
Batease, John Charles
Batie, A. Lester
Batt, William H.
Bauer, John C.
Bayer, George
Baylus, Meyer Milby
Baylus, Joseph
Beal, Agnes A. K.
Beall, Clara
Beall, R. B.
Beall, W. W.
Beam, John H.
Beam, Merlin A.
Beatty, Annie K.
Beatty, Charles E.
Beck, Herbert
Beck, John G.
Beck, Samuel D.
Becker, Louis
Beckley, J. Harry
Bectem, C. H.
Beer, Donald Richard
Behrman, Bernard F.
Beistle, Mathew J.
Beitler, Ben
Beitler, Leonard
Belbot, Emma N.
Belford, Joseph
Bell, Abraham P.
Bell, David W., Jr.
Bell, Frank Kelly
Bell, L. J.
Bell, Raymond M.
Beller, John R.
Bellerman, L. A.
Bellis, Walter S.
Bellman, Frank A.
Belt, James F.
Bender, Maurice
Benfer, Benjamin D.
Benkovic, George J.
Bennett, C. W., Jr.
Bennett, Howard S.
Bennett, Lester Leroy
Bensel, Robert John
Benson, Charles M.
Bentheme, James A.
Benton, Luther B.
Bentz, William A.
Bercovitz, Leon J.
Berger, Abraham A.
Berger, Alan Burton
Berger, George W.
Bergner, Samuel W.
Bergstein, Robert S.
Berkowich, Melvin I.
Berman, Abraham S.
Berman, Frederic T.
Berman, Gilbert S.
Berman, Maurice J.
Bernabo, Albert C.
Bernardini, Jose R.
Berngartt, Elmar B.
Bernhardt, Henry
Bernhardt, William
Bernstein, Alvin S.
Bernstein, Stanley
Berkowitz, Samuel
Berlanstein, Joseph
Berlin, Alvin
Berlin, Jerome
Bernstein, Edwin E.
Bernstein, Joseph C.
Bernstein, Nathan
Bernstein, Stanley
Berry, M. B.
Berry, Robert M., Jr.
Berryman, C. H.
Bettigole, Philip
Betts, A. Parran
Beyer, Jane
Bialek, Samuel M.
Bialek, Ted
Bickle, John C.
Bickel, Louis M.
Biggs, John Gregory
Billian, Bernard
Binok, Edw. J.
Bierley, Roy Murray
Binau, A. M.
Binstock, Albert
Bishop, Davis N.
Bitner, Glen R.
Bixler, Richard S.
Black, Frank Linton
Blaine, Edw. I., Jr.
Blair, Ralph Diener
Blake, Andrew B.
Blankman, Albert J.
Blanquitte, Louis E.
Blatt, Harry F.
Blatt, Thomas H.
Blattstein, Flora
Blechman, Charles
Bleu, Barnett T.
Blitz, Louis
Block, Frank
Block, Jerome
Block, John Fred.
Block, Samuel
Bloom, Eli H.
Blough, Myron Earl
Blue, Barbara M.
Blum, Abraham
Blum, Joseph Sydney
Blum, M. B.
Blumberg, Eli T.
Blumson, Samuel S.
Bobbitt, Alex M.
Boden, Edwin
Boeder, Leo
Boellner, Otto K., Jr.
Boeren, John Gilbert
Boessel, Martin E.
Bogash, Philip
Boggan, Robt. F.
Bogen, Ellis B.
Boisfeuillet, Frank S.
Bomstein, Solomon
Bonanno, Placido A.
Bondareff, Erwin A.
Bookoff, Morris
Boone, John W. H.
Booth, Wm. H.
Borcherding, Wm. H.
Borenstein, Jack B.
Borgatti, Richard J.
Borland, Hugh Kelly
Bortnick, Morris H.
Bosch, Charlotte T.
Bosch, Noel J.
Bosserman, Charles
Bourne, Benjamin P.
Bower, Edwin L.
Bower, Martin R.
Bowers, Wm. W.
Bowie, Allen H.
Bowman, A. E.
Boyce, M. H., Jr.
Boyd, Carville B.
Boyd, George W. F.
Boyd, Wm. Merton
Boyer, Gary H.
Boyer, Ralph Lewis
Bowen, Curtis A.
Bowles, Adam J.
Braden, Walter Buel
Braden, Wayne Ansel
Bradford, J. Henry
Bradford, Melville L.
Bradley, Frank H.
Bradley, Theron R.
Bradstock, Alden, Jr.
Brady, Robert Wilson
Bragonier, James
Brager, Stanley S.
Brager, Stuart H.
Brahen, Leonard S.

Brambaugh, Benj. B.
Bramble, Henry S.
Bransky, Jos. M.
Bratten, Blanche R.
Bratten, E. H.
Braude, Monique C.
Braunstein, I. M.
Bray, Edmond H.
Bray, William M.
Brazius, Joseph V.
Brenner, Joseph
Brenton, Walter
Breslin, Frederick W.
Bress, Jerrold F.
Bretler, Herman B.
Brickman, Hilliard
Bridges, William S.
Briele, Henry A.
Briggs, P. M.
Brickman, Allen G.
Brill, Maurice Erwin
Brill, Michael M.
Bringenberg, John G.
Brining, Benton
Brinkley, Guy O.
Brinkmann, Fred E.
Brinsfield, Wm. S.
Briody, Elizabeth M.
Bristow, Wm. Brooks
Britcher, Frank N.
Broadbelt, J. Edw.
Brocani, Francis J.
Brodie, Stanley Alan
Brodsky, E. M.
Brodt, Dan Pendelton
Broe, James A.
Bronstein, Miriam S.
Bronstein, Myer
Brooks, Florence G.
Brooks, George R.
Brooks, Louis
Brooks, Robert A.
Browdy, Emanuel
Brown, Chas. Wesley
Brown, David N.
Brown, Douglas W.
Brown, Harold K.
Brown, Joseph K.
Brown, J. W.
Brown, Lewis L., Jr.
Brown, Sidney J.
Brown, Samuel
Brown, Thomas C.
Brownstein, H. S.
Brownstein, Milton J.
Brune, Richard C.
Brunner, George L.
Brunier, George F.

Brunnett, William L.
Brunson, Gerald N.
Bryan, Carroll L.
Bryan, Ralph H.
Budacz, Frank M.
Budacz, P. Thomas
Buchanan, G. Hayes
Buck, Robert L.
Buckman, Frank W.
Bulger, Willard Lane
Bunting, George A.
Buongiorno, Ernest
Buppert, Hobart C.
Burgee, Sydney L., Jr.
Burgess, Samuel
Burgess, Ella N.
Burka, Leon H.
Burke, George J.
Burke, John V.
Burke, Lawrence A.
Burkholder, Ralph E.
Burnett, Benjamin E.
Burns, Herbert J., Jr.
Burros, Stanton
Burrows, Roscoe T.
Burrows, Dudley A.
Burriss, Morris
Burton, Ed. Thomas
Buschman, W. G.
Butler, F. J.
Butler, Henry Milton
Butler, J. E.
Butler, Maybelle L.
Butler, Richord A.
Butsch, John L.
Butt, Frederick D.
Buxton, G. F.
Byers, M. L.

C

Cahn, Albert M.
Caldwell, Eben S.
Caldwell, John R.
Caldwell, Lee A.
Call, Tracey Gillette
Callan, H.
Calmen, Elmon H.
Cameron, Simon H.H.
Campbell, Thomas W.
Campbell, Wm. D.
Cannon, William N.
Cansey, Henry D.
Caplan, Bernard S.
Caplan, Milton
Caplan, Clarence C.
Caplan, Clarice
Caplan, Robert M.

*Capone, Guy
Carlson, David R.
Carlson, Joe Mark
Carofano, Edward
Card, Nathan C.
Careney, Wm. F.
Carey, Alford R.
Carey, L. B.
Carleton, Henry L.
Carlin, Henry P.
Carmel, Joseph
Carnevale, Joseph A.
Carney, Harry G.
Carouge, Gilbert M.
Carouge, Wm., Jr.
Carr, Chas. Jelleff
Carroll, J. M.
Carson, James O.
Carson, William C.
Carter, Paul M.
Carter, Russell E.
Carton, Frieda
Caruso, Ugo F.
Carver, Dorothy Kent
Carver, Renzo S., Jr.
Casey, Patrick H.
Cassidy, Elizabeth C.
Catlett, Ollie Edwin
Cauffman, Edwin C.
Cavacos, Andrew T.
Cavallaro, Joseph W.
Celler, Maximilian
Celozzi, Matthew J.
Cermak, Bertha M.
Cermak, Jerome J.
Chack, Eli S.
Chack, Morton S.
Chagnon, Charles E.
Chalfont, Eugene E.
Chalk, James A., Sr.
Chance, Albert A.
Chandler, N. W.
Chandler, W. Willard
Chankin, Norman
Chapman, C. B.
Cherricks, Robt. V.
Chatlin, Gerald M.
Chatkin, Robert
Chatkin, William C.
Chavous, Clarence N.
Checcone, Gene L.
Cherry, Bernard
Chertkof, Freida
Chertkoff, Marvin J.
Cheslow, Nathan L.
Chick, Stephen
Chidester, Clay C.
Chilcoat, George O.

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*Deceased

Chipley, Albert Lee
Chipley, C. E.
Chodnicki, Marion R.
Chow, Jean
Christopher, Joseph
Chupnick, David
Chyatte, Eli Isaac
Citrenbaum, Morris
Claire, S. S.
Claney, William J.
Clapp, Clarence
Clark, Frank Black
Clark, William A.
Clarke, David C.
Clarke, Sister Mary Carmel
Clarke, Thomas, Jr.
Clay, William H.
Claybaugh, Springer
Clayman, David S.
Clayton, Guy W.
Clements, Francis J.
Clements, John Wm.
Clerget, Lyle L.
Cline, Harvey E.
Clyman, Sidney Gary
Coakley, Andrew J.
Cobots, Jeanette
Cockey, Charles
Codd, Francis I.
Coffman, Chas. W.
Cohan, Nath. Tolbert
Cohen, Abraham N.
Cohen, Archie R.
Cohen, Benjamin
Cohen, Bernard C.
Cohen, Bernard I.
Cohen, Bernard J.
Cohen, Estelle G.
Cohen, Gilbert
Cohen, Harry C.
Cohen, Harry I.
Cohen, Harry J.
Cohen, Hershel
Cohen, Irvin J.
Cohen, Irving
Cohen, Irving Isadore
Cohen, Isador M.
Cohen, Isidore
Cohen, Jack Ronald
Cohen, Jacob
Cohen, Joseph
Cohen, Joseph W.
Cohen, Jules
Cohen, Lawrence J.
Cohen, Louis James
Cohen, Maurice D.

*Deceased

Cohen, Max Hurston
Cohen, Morton B.
Cohen, Philip
Cohen, Ronald A.
Cohen, Samuel
Cohen, Samuel
Cohen, Samuel C.
Cohen, Samuel H.
Cohn, Alexander
*Cohn, Harry R.
Cohn, Melvin
Cohn, Nathan
Colborn, Geo. W., Jr.
Colclough, John J.
Cole, B. Olive
Cole, S. Charles
Coleman, Mary Ann
Coleberg, Carl L.
Coleman, W. S. E.
Collier, George R.
Collier, Levin D.
Collier, Levin D., Jr.
Collins, C. W.
Collins, Clarence E.
Collins, Ernest W.
Collins, Hugh Fenton
Colston, Richard J.
Colucci, Nicholas Jos.
Colvin, Ralph
Combs, Joseph L., Jr.
Comegys, N.
Comer, Bernard V.
Connelly, Mary W.
Conner, Ashley P.
Connor, Edwin A.
Connor, William J.
Conrad, Chas. T., Jr.
Conrad, Marlene E.
Conradi, L. E.
Conroy, T. L.
Conway, George W.
Constantine, Chris G.
Contarsy, Simon
Cook, Frank E.
Cook, Herbert Clark
Cooley, William A.
Cooper, Abraham S.
Cooper, H. H., Jr.
Cooper, Howard E.
Cooper, James
Cooper, June Craven
Cooper, Morris
Cooper, Samuel J.
Copeland, Harry T.
Cooper, Nathan N.
Coplin, Louis I.
Corbin, L. Carroll
Corbin, Howard

Corbin, James L.
Corkle, Donald B.
Corn, Charles
Cornblatt, Edmond A.
Cornell, Fred. B., Jr.
Corrick, Lester S.
Cotlin, Joseph A.
Cottel, Joyce Adair
Cotter, Charles J.
Cousins, Walter H.
Covington, George W.
Cox, George T., Jr.
Cox, Percy P.
Cragg, James P., Jr.
Craig, B. H.
Craig, Charles P.
Craig, L. B.
Crandall, Chas. R.
Crane, Frank T.
Crane, Richard R.
Creamer, John J.
Creswell, Lee D.
Crispens, Gordon M.
Crispens, Warren E.
Crocamo, Ralph J.
Crofton, Wilbur E.
Cronehardt, J. C.
Cross, John Milton
Crowell, Thomas A.
Crunkleton, Chas. L.
Crystal, Howard
Cummings, Maurice
Cunzeman, John LeR., Jr.
Currey, Tracey A.
Currier, Calona Dail
Curtis, Alfred Duane
Custis, Daniel P.
Custis, Harry J., Jr.
Cwalina, Gustav E.
Czapiewski, Eugene
Czekaj, Leo M.

D

D'Adamo, Pasquale J.
Dagold, Donald J.
Daily, Louis J. E.
Daily, Martin A.
Daley, Wm. J., Jr.
Dalgarn, Ira N.
Dalinsky, Harry A.
Dalton, John F.
Damazo, Herbert S.
Damico, Samuel
Dammeyer, C. F. W.
Dannettel, Frank E.
Danoff, Abe

Danziger, David Gerd
Darlington, R. G.
Daubon, Ramon L.
David, Alphonse S.
David, Irvin
Davidov, Arnold Lee
Davidov, Benjamin
Davidov, Hyman
Davidov, Louis
Davidov, Samuel
Davidov, Vivian S.
Davidson, Meyer
Davidson, Saul David
Davies, Burton T.
Davies, Donald W.
Davis, Adam, Jr.
Davis, Alfred L.
Davis, Edwin B.
Davis, Eugene H.
Davis, George A.
Davis, George A., Jr.
Davis, J. Edward
Davis, Lee H.
Davis, Louis D.
Davis, Paul E., Jr.
Davis, Rebecca H.
Davis, S. S.
Davis, Samuel
Davis, Sydney V.
Davis, William B.
Dawes, Thorpe T.
Dawson, George R.
Dawson, Harold M.
Dawson, Leroy O.
Dawson, Thomas C.
Day, Harold Lewis
Dayton, LeRoy E.
D'Ambrosio, J. E.
Dean, Cloyd Chas.
Deans, John
Debnam, George R.
DeBoy, John Michael
Debus, Albert
Dechter, Gerald Y.
Deems, John T., Jr.
DeGele, George Oscar
Deitch, Erwin
DeJulio, Luigi
Delcher, C. Rodgers
Delgado, Frank A.
Del Vecchio, Frank
Demarest, Dudley A.
Dembeck, Bern., Jr.
Dembeck, Walter D.
Dembiec, Walter J.
Dembo, Julius L.
Denhard, Frederick
Denhard, Fred
Denison, Macel M.
Denny, Lucy J.
Dent, F. J.
DeReeves, A. Eugene
Derickson, L. L., Jr.
Derr, Samuel
Derry, Harold T.
Devan, William
Dewing, Arthur A.M.
Dezenhall, Mervin B.
Diamond, Frank
Dickerson, Enoch W.
Dickinson, E. Newton
Dickinson, Harvey J.
Dickinson, James A.
Dickinson, William B.
Dickman, Arnold L.
Dickman, Hyman
Dickman, L. H.
Dickson, I. C.
Dickstein, Benjamin
Diener, Nelson G.
Diener, Samuel
Dietel, Hermon, Jr.
Dietrich, F. A.
Diering, W. L.
Dietrich, Jos. Wm.
Dichter, Jack C.
DiGiovine, John J.
DiGristine, Mary R.
Dinges, Frank C., Jr.
Dittrich, Theodore T.
Dittus, Richard H.
Doane, Allan H.
Dobropolski, A. J.
Dobrowolskyj, Myron
Dobson, H. Clay, Jr.
Dodd, Wm. Anthony
Dodson, C. M.
Dodson, Garland C.
Dolejs, Gerald T.
Dolgin, Daniel
Domsky, Bessie
Donahoe, Walter J. A.
Donaldson, John E.
Donato, Vincent F.
Donnet, John
Donohue, Frank J.
Doren, Gerald S.
Dorfman, Joseph Sol
Dorsch, Joseph U.
Dorsey, Frank
Dosch, Philip Paul
Doty, Elmer C.
Doty, Willard A.
Dou, A. M.
Doughrety, John H., Jr.
Dougherty, Leon P.
Douglas, J. Edward
Douglass, Dolores Z.
Dow, Harry
Downes, C. E.
Downs, Grant, Jr.
Downes, Samuel B.
Downey, Fred. W.
Downs, B. E.
Downs, C. D.
Doyle, John P.
Drabnis, A. J., Jr.
Drapkin, Leon I.
Drennen, James H.
Driskill, R. Hayes
Drukman, Herman B.
Dudley, F. E., Jr.
Dudley, James W.
Dreizen, Sidney
Dreyer, Frederick, Jr.
Driscoll, Raymond F.
Dubner, Hillel
DuBois, Norman
Duda, Walter J.
Dudley, Helen S.
Dudley, N. S.
Dudley, S. C.
Duffey, Roger Wm.
Duffy, Arthur L.
Duffy, William T.
Dugan, Frederick P.
Dugan, Walter C.
Dukes, L. Reyner
Dull, Joseph E.
DuGoff, Albert M.
Dunbar, Ruth
Duncan, Chester A.
Dunkel, Lawrence
Dunker, Melvin F.W.
Dunn, Charles G.
Dunning, H. A. B.
Durding, Anna T.
Durding, B. T.
Durding, I. B.
Durm, Noel Elton
Dvorak, Geo. James
Dyott, William H.

E

Eagle, Philip T.
Eakle, Roy S.
Earhart, J. H. F.
Earle, Franklin W.
Eason, Frederick B.
Eberhardt, L. G.
Eckhardt, Henry
Edelen, James Adrian

Edell, Marvin L.
Edelstein, J. Horace
Edenfield, Charles H.
Edlavitch, Sam
Edmonds, Edmund H.
Edmunds, Irland
Edwards, James D.
Edwards, Paul H.
Edwards, Victor R.
Edwards, William F.
Edwards, W. K.
Edwards, Stanley E.
Efros, Ida
Eger, W. M.
Ehudin, Herbert
Eichberg, Daniel M.
Eichelberger, H. L.
Eichelberger, M. F.
Eichert, Herbert
Eidelman, Nathan
Einbinder, Sylvan P.
Eise, Arthur H.
Eisen, Martin D.
Eisenberg, Edwin F.
Eisenberg, Harry H.
Eisenberg, Louis
Eisman, Morris J.
Elderdice, W. J.
Eldredge, William P.
Eldridge, Arthur C.
Eldridge, Warren P.
Elgin, Arthur G.
Elizondo, Cesar M.
Ellerin, Albert A.
Elliott, Mrs. C. V.
Elliott, Donald B., Jr.
Elliott, T. C.
Ellis, Lawrence Cash
Elsberg, Milton L.
Elwyn, Harold M.
Emery, Roy Fred
Emison, James Mack
Emory, Thomas B.
Endo, Kikuo R.
Engberg, John Jos.
Engel, Ralph
Englander, C. W.
Enten, Harry
Enterline, Jo Anne S.
Epley, William
Epstein, Arnold
Epstein, Irwin B.
Ernst, Myrle P.
Ervin, J. Dallas
Eshleman, Joseph M.
Essers, C. W. A.
Estwick, Bertram M.

Esslinger, Edwin W.
Esslinger, Richard I.
Esslinger, Robert R.
Esterson, Nimrod E.
Etchinson, Garrett W.
Etzler, S. Alvin
Eubanks, John V.
Evald, Gunnar N. G.
Evans, Frank Barton
Evans, W. J.
Evans, W. Roland
Evans, M. J.
Ewell, A. Webster
Ewell, O. B. B.
Exler, Samuel H.
Eybs, Earl Francis
Eyler, Maurice E.

F

Fadgen, Michael J.
Fahrney, Frederick W.
Fahrney, G. Fred
Fainberg, Alvin Jay
Fainberg, Edward
Fairey, Edison A.
Falck, James Stanley
Farrow, Charles K.
Farrow, J. Harry
Faulkner, Ellis E.
Fauss, Albert L., Jr.
Fazenbaker, Ed. A.
Fedder, Donald O.
Fedder, Eli
Federman, John J.
Federman, R. H.
Fee, George Thomas
Fee, John Samuel
Fehler, Alfred
Fehsenfeld, H. W.
Feingold, Charles
Feinstein, Bernard S.
Feinstein, Isadore
Feit, Leon
Feldman, Charles W.
Feldman, David
Feldman, Edward
Feldman, Herbert
Feldman, Jack
Feldman, Leon H.
Feldman, Milton
Feldman, Milton H.
Feldman, Morris
Felicetti, Dominic
Felsenberg, S. Z.
Felts, Robert L.
Fennell, Theresa I.
Feret, Julius W.
Ferguson, F. P.

Ferguson, Lebrow W.
Ferrante, D. A.
Fernsner, L. G.
Ferrin, Victor W.
Fertick, Albert A.
Fibus, David
Fields, Thomas E. R.
Fields, W. C.
Fiery, Frank P.
Fiery, Max J.
Fine, Ann Sue B.
Fine, Jerome L.
Fine, Morris A.
Fineman, Bill L.
Fineman, Jerome
Fink, Ellwood
Fink, Francis T.
Fink, Irvin
Fink, James A.
Finkelstein, Karl H.
Finney, Harriet Bell
Firnbacher, Fred S.
Fischer, I. M., Jr.
Fischer, E. Hamilton
Fishbein, William
Fisher, Arthur
Fisher, Delphia F. Jr.
Fisher, Edward H.
Fisher, Joel N.
Fisher, Michael A.
Fisher, O. H.
Fisher, Philip E.
Fisher, William G.
Fishman, Alan D.
Fitez, George R.
Fitzgerald, John L.
Fitzsimmons, M. J.
Fitzsimmons, Sister Agnes
Flayhart, Walter F.
Fleisher, Harry
Flescher, Julius
Fletcher, J. Paul
Flom, Carl Joseph
Flom, Charles
Flom, Sidney Herbert
Floyd, Melvin L.
Foer, Raymond
Foer, Robert
Foerster, Fred
Fogg, Frank Emil
Folckemmer, C. W.
Foley, Wm. Thomas
Folus, Irvin H.
Fonke, F. W.
*Foose, Wilbur C.
Ford, Robert Stewart
Ford, Samuel W.
Forien, William F.
Forman, Leonard Q.
Forman, Robert R.

*Deceased

Forrest, Charles W.
Forsyth, Allan R.
Forsyth, James H. Jr.
Forsythe, Dr. Hugh
Foster, Carroll P.
Foster, Russel C.
Fouch, Marshal S.
Fountain, Bernard L.
Fountain, Harold J.
Foust, John C.
Fowler, Esther Ellen
Fowler, Ruth Marie
Fowler, Thomas J.
Fox, Abraham
Fox, Marshall H.
Fox, Samuel
Fox, Samuel L.
Fox, Will N.
Foxman, Marvin Jay
Fraase, Erwin E.
Frailey, William A.
Frame, Tom L.
Frames, John H.
Frampton, L. N.
Francik, Joseph
Frank, Milton M.
Frankle, Harold N.
Franklin, Eugene H.
Franklin, I. Y.
Franks, Dolores
Franzone, Francis
Franzoni, F. R. Jr.
Fraser, Stanley F.
Frazer, Robert B.
Frazier, L. G.
Freed, Israel
Freed, Mayer N.
Freedenberg, Marvin
Freedman, Leonard
Freedom, A. G.
Freedman, Albert
Freedman, Hannah
Freedman, Max
Freeman, Emanuel G.
Freeman, Maysville J.
Freeman, W. Perry
Freeman, W. St. J.
Freidson, Morris
*Freiman, Harry H.
Freiman, Paul
Freiman, Joseph
Freitag, H. Homer
French, Wm. Henry
Frentz, Herman N.
Frey, Lewis Leslie
Fribush, Robert
Fribush, Sidney
Fried, Burton
Friedmann, Aaron J.
Friedman, Albert
Friedman, Albert J.
Friedman, Arnold M.
Friedman, Charles S.
Friedman, Gilbert I.
Friedman, Herbert
Friedman, Howard
Friedman, Irvin
Friedman, H. M.
Friedman, Jerome S.
Friedman, Julian M.
Friedman, Marvin A.
Friedman, Milton A.
Friedman, Nathan
Friedman, Nathan J.
Friedman, Samuel L.
Friedman, Saul B.
Friedman, Sheldon
Frierson, Ethan O.
Frieman, Jack
Friesen, Irvin A.
Frishberg, Kenneth
Frishman, Samuel E.
Frohman, Isaac
Frontera, Victoria R.
Frye, Wordley D.
*Fuqua, Robert S.
Fuld, Manes E.
Fuller, Albert Irwin
Fulmer, Verne R.
Fulton, David H.
Furbee, Arza
Futeral, Nathaniel
Futrovsky, Charles

G

Gaber, Jerome
Gaboff, Benjamin
Gadol, Ellis
Gaetz, Edward F.
Gagne, Joseph
Gagnon, Henry J., Jr.
Gagnon, Lester R.
Gaine, Jerome
Gakenheimer, Albert C.
Gakenheimer, H. E.
Gakenheimer, W. C.
Gallagher, Chas. T.
Galloway, Louis E.
Galley, Roland P.
Galperin, Irving O.
Galt, Jennie E.
Gann, Jack
Ganter, Chas. J. H.
Garache, Joseph J.
Garden J. Harry
Gardner, C. W.
Gardner, Michael F.
Gardnier, Robert H.
Garfinkel, Meyer
Garner, Elliott Quinn
Garner, Sister Mary Florence
Garrison, Frederic
Garrott, E. Mortimer
Gates, Earl A.
Gass, Chas. B.
Gaver, Herman S.
Gaver, Paul G.
Gawthrop, Alfred J.
Gavlinski, John E.
Gazda, John Joseph
Gearhart, James H.
Geber, Isidor J.
Geesey, Alton Luther
Gehring, Otto
Geiger, Edward B.
Geiger, George B.
Geist, Gene N.
Gelb, Edward
Gelblum, Samuel
Gellman, Paul
Gelman, Martin S.
Gelrud, Jack
Gendason, Harry B.
Gendason, Morris
Geoghegan, J. R., Jr.
George, Theodore
Geraghty, James T.
Gerber, David
Gergel, Stella F.
Gerlach, Alexander
German, J. W.
Gerstein, Charles
Geser, Alvin N.
Getka, Joseph F.
Getka, Milton S.
Gettleman, Harry
Getz, David B.
Giampietro, Vincent
Giannetto, Paul
Gibb, Thomas Edw.
Gibbs, Hiram H.
Gibbs, Jocelyn L.
Giffen, Robert C.
Gilbert, Theodore
Gilbertson, K. G.
Gildea, William J.
Giles, Emily Julia
Gilkeson, J. G.
Giller, Morris

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*Deceased

Gillespir, Julian M.
Ginaitis, A. S.
Ginsberg, Samuel H.
Ginsberg, Benjamin
Ginsburg, B. H.
Ginsburg, Harry
Gissel, Elmer Andrew
Gitomer, Betty
Gitomer, David J.
Gitomer, Louis
Gittleson, Ralph L.
Gladstone, Charles F.
Glaeser, Henry J., Jr.
Glantz, Frank A.
Glascock, Arthur B.
Glaser, Abraham E.
Glaser, Louis Lester
Glass, Abraham L.
Glass, Julius Albert
Glass, Louis J.
Glassband, Herman
Glassner, Frank
Gleiman, Irvin J.
Gleiman, Theodore
Glenn, William A.
Glenn, Matthew
Glennan, Harry E.
Glick, Harry
Glickman, Shirley M.
Glissmeyer, M H.
Glover, Douglas
Glover, Douglas D.
Gluck, Julius
Gluckstern, W. H.
Glushakow, Jacob
Goashgarian, Karekin
Goden, Stanley
Godfrey, John
Goldberg, Alvin
Goldberg, Harry Joel
Goldberg, Irving
Goldberg, Jack
Goldberg, Leonard
Goldberg, Marvin B.
Goldberg, Marvin H.
Goldberg, Milton
Goldberg, Victor
Golden, Leon E.
Goldfeder, Harold M.
Goldin, Harold H.
Golditch, Henry M.
Goldman, Abram
Goldman, Benjamin
Goldman, Harold K.
Goldman, Louis C.
Goldman, Sue C.
Goldsmith, A. R.
Goldsmith, Chester L.
Goldsmith, Fred E.
Goldsmith, Meyer
Goldstein, Albert
Goldstein, Burton J.
Goldstein, Eileen F.
Goldstein, Harold S.
Goldstein, Hyman
Goldstein, Isadore A.
Goldstein, Jack
Goldstein, Leon E.
Goldstein, Martin B.
Goldstein, Morris G.
Goldstein, Paul L.
Goldstein, Sam Alvin
Goldstein, Samuel W.
Goldstone, Herbert N.
Golob, Stanley Paul
Goodman, Daniel
Goodman, Howard
Goodman, Irvin
Goodman, Jerome E.
Goodman, Julius H.
Goodman, Leon
Goodman, Sylvan C.
Goodwill, Frank
Goran, Isadore
Gorban, Thomas
Gordon, Charles
Gordon, Joseph
Gordon, Jack B.
Gordon, Marvin
Gordon, Samuel
Gorfine, Bernard M.
Gordy, Howard Lee
Gottdiener, Elvin E.
Gottlieb, David M.
Gould, Clarendon L.
Gould, William M.
Gower, Earl F., Jr.
Grabowski, B. F.
Gradman, Lee H.
Grafius, Melba A.
Graham, Clarence D.
Graham, John A.
Graham, Joseph F.
Graham, Karl H.
Grant, Lawrence B.
Grant, Russell
Grau, Frank J.
Gray, James Herbert
Grebow, Aaron
Greco, Betty Jane H.
Greco, Salvatore J.
Green, Lyttleton S.
Green, Norman
Greenawalt, Wm. G.
Greenberg, Albert G.
Greenberg, Bertram
Greenberg, Harry
Greenberg, Harry L.
Greenberg, Harvey
Greenberg, Joseph
Greenberg, Leon
Greenberg, Morton
Greenberg, Paul R.
Greenberg, R. E.
Greenberg, S. W.
Greenblatt, Max
Greene, Morton A.
Greenfeld, David D.
Greenfeld, Jacob H.
Greenfield, Charles
Greenlee, G. B., Jr.
Greenspan, Louis
Greif, Daniel
Gresser, Isidor H.
Griesmer, Lloyd P.
Griffith, A. W.
Gregg, Thos. D.
Gregorek, Frank J.
Griggs, Walter G.
Grimm, Allen Orville
Groff, F. B.
Grogan, Francis A.
Grollman, Ellis
Grollman, Jaye J.
Gronert, Warren A.
Gross, Herbert S.
Gross, John Paul
Gross, Joseph B.
Gross, William
Grossman, Issac Wm.
Grossman, Benj. B.
Grote, Francis J.
Grothaus, David B. Jr.
Grove, Donald Cooper
Grubb, John E.
Grubbs, L. R.
Gruz, Nathan I.
Guild, Cecil E.
Gullett, David E. P.
Gumenick, Leonard
Gumm, Wilbur H., Jr.
Gump, Lyndon, J.
Gunby, Martin P.
Gunsallus, Jack Wm.
Gusman, Lawrence F.
Gutman, Isaac
Guy, John P.
Gwinn, Charles N.

H

Haack, Clifford W.
Haase, Charles A.
Haase, Frederick, R.
Haase, John Henry
Haberstroh, A. R.
Hack, Morris B.
Hackett, Angela Rose
Hackett, Emma
Hadley, Tom R.
Haelbig, Franz L. A.
Hafelfinger, Fred. T.
Hagan, Frank C., Jr.
Hagan, John C.
Hager, Geo. P., Jr.
Haith, J. W., Jr.
Hall, Edward T.
Hall, Frederick R.
Hall, Orlando G.
Hall, R. E. L.
Hall, William Walker
Haller, Harry N.
Halpern, Samuel M.
Hamback, Clifford I.
Hamberg, S. T.
Hamer, Marion S.
Hamill, James J.
Hamlin, K. E., Jr.
Hammer, Howell I.
Hammar, Vincent Coy
Hancock, Frank A.
Hancock, Herman F.
Handelman, Louis
Handelman, Mayer
Hankey, Lewis Carl
Hanks, C. Wm.
Hanks, C. W., Jr.
Hanna, William M.
Hansen, Herbert O.
Hansen, Herman F.
Hantman, Harry H.
Hantman, Irvin
Haransky, David J.
Harbaugh, Arthur C.
*Harding, Albert W.
Hardy, Henry C.
Hare, Cliffard A., Jr.
Hargis, William J.
Harner, Joseph W.
Harman, George B.
Harman, Rice B.
Harman, Richard T.
Harmatz, Irving J.
Harmon, Carl M.
Harmanson, F. J.
Harnish, Robt. A., Sr.
Harper, Henry M.
Harper, William S.
*Harris, Aaron
Harris, Morris
Harris, William S.
Harrison, Alice Emily
Harrison, John W.
Harrison, Philip W.
Harrison, William S.
Harrison, S. A. D.
Harriss, Gridley
Harrod, Howard M.
Hart, Jeremiah A.
Hart, Joseph
Hasenbalg, Ernest
Haskell, Marian
Hauer, Martin
Haugh, J. A.
Havranek, Robert E.
Hayes, Horace B.
Hayes, W. A., Jr.
Hayes, William B.
Haymaker, Frank B.
Hayman, Albin A.
Hayman, Thomas J.
Haynes, Marvin C.
Hayward, Luther B.
Hayward, Robert R.
Head, Wm. H. Jr.
Healy, Nathan S.
Heaps, Sprole W.
Heard, J. Mercer
Heck, Andrew
Heck, Leroy Savin
Hecker, David
Hecker, N. R.
Heer, Melvin L.
Heer, Wilmer J.
Heilman, Gerald J.
Hein, Henry F.
Heinritz, June R.
Helgert, Ernest
Helinski, Donald R.
Heller, John Michael
Heller, Lawrence G.
Heller, William M.
Helm. Emory G.
Helman, Max M.
Helmsen, Charles J.
Helmsen, Edward A.
Hempel, J. Frederick
Hendelberg, Isidore J.
Henderson, C. C. T.
Henderson, Chas. W.
Henderson, Ed. H.
Henderson, M. W.
Henderson, James A.
Henderson, U. K., Jr.
Hendin, Walter
Hendrix, Adlai M., Jr.
Heneson, Henry
Heneson, Irving J.
Henkel, Louis B., Jr.
Henning, Emil
Hensala, John David
Heritage, Harold G.
Henretty, F. J.
Henry, Emmanuel
Henry, Joseph E.
Henry, Ralph A.
Henry, Robert J.
Hens, Leonard Louis
Hergenrather, Louis, 3rd
Herold, Francis X.
Herman, H. Guy
Hermon, David
Herr, John
Herron, Charles S.
Hershman, Abram S.
Hershner, John F.
Herskowetz, Clara D.
Herter, Arthur C.
Hertz, Charles L.
Hertz, Selig S.
Hertzlich, Abraham
Hertzlich, Leonard
Herwod, Hilda R.
Hess, Nicholas A.
Hettleman, Milton L.
Hewing, Ada C.
Heyer, Ursula E.
Heyman, Bernard P.
Heyman, Bernice
Hickey, W. Hampton
Higger, Samuel F.
Higgins, Joseph C.
Higgon, Ellery E.
Highfield, Wm. Henry
Highkin, Sidney
Highstein, Benjamin
Highstein, Gustav
Hihn, John B., Jr.
Highkin, Manuel K.
Hileman, Emmet A.
Hilinski, Irene Leona
Hill, Eric B.
Hill, H. Phillip, Jr.
Hill, William Caulk
Hilliard, Milton E.
Hillman, Abraham S.
Hillman, Albert
Hillman, Gilbert
Hillman, Milton L.
*Hinton, Murray S.
Hirschowitz, R. J.

*Deceased

Hirt, Joseph
Hixon, W. D.
Hobensack, J. W.
Hocking, Harold J.
Hodge, William R.
Hodges, James E.
Hoff, David
Hoffeld, Henry Wm.
Hoffman, Asher
Hoffman, Harry
Hoffman, Harry L.
Hoffman, Howard
Hoffman, Sylvan A.
Hoke, W. A. B.
Holden, J. Frederick
Holen, Mitzie M.
Hollander, Sidney
Hollander, Sol
Holliday, Thomas D.
Hollingsworth, Jos.
Holmes, Everett J.
Holt, Worthe S.
Holthaus, Robert W.
Holtschneider, D. W.
Homberg, Henry I.
Honkofsky, Jerome
Hood, Claude Black
Hoover, Lee F.
Hopkins, Carville B.
Hopkins, Charles H.
Hopkins, Donald
Hopkins, Harry B.
Hopkins, Howard C.
Hopkins, Murray L.
Horine, Amos M.
Horn, Philip C.
Hornacek, A. T.
Horne, Peyton N.
Hornsby, Beverly K.
Hornung, Herman G.
Horwitz, Isadore
Horwitz, Lois S.
Housekeeper, P. B.
Houser, Jacob W.
Houston, R. Emmit
Howard, Henry
Howard, S. B.
Howell, John F.
Howison, Irene S.
Hoy, Robert G.
Huddleston, Roy C.
Hudgins, J. C.
Hudon, Joseph C. A
Hudson, Hugh E.
Huffman, Rufus M.
Hughes, Thomas S.
Hughes, Walter C.
Hughes, W. M.
Hulla, Joseph J.
Hulshoff, William J.
Hunt, Wm. H.
Hunter, Calvin L.
Hurd, George W.
Hurwitz, Abraham B.
Huston, Chas. Reese
Hutchinson, Wm. J.
Hutto, George F.
Hyde, Harry C.
Hyman, Paul

I

Ichniowski, D. A. K.
Ichniowski, Wm. M.
Ijams, P. A.
Imber, Doris
Imbierowicz, R. R.
Inghram, Fred A.
Irizarry, Ramon L.
Irving, Bruce L.
Irwin, James F.
Irwin, John P.
Isaac, Elias Jos.
Isaacson, Charles
Isert, Charles H.
Itzoe, Andrew J.

J

Jackson, Charles C.
Jackson, Clifford P.
Jackson, John E.
Jackson, Marvin M.
Jackson, Walter V.
Jackson, William B., Jr.
Jackson, William J.
Jacobs, Corinne H.
Jacobs, Eugene
Jacobs, Harry
Jacobs, Louis
Jacobs, Warren H.
Jacobson, Lawrence
Jacobson, Samuel M.
Jaffe, Jonah J.
Jaminez, Lino J.
Jankiewicz, Alfred M.
Jankiewicz, Frank J.
Janousky, Nathan B.
Januszeski, Anna M.
Januszeski, F. J.
Japko, Albert M.
Jarosik, Emil, Jr.
Jarowski, Charles
Jarrett, W. R.
Jarvis, Charles L.
Jarvis, Harry C.
Jaslow, Morris M.
Jason, Lawrence
Jefferson, Elsie M.
Jenion, William R.
Jenkins, Edward
Jenkins, Milton O.
Jenkins, Arthur P.
Jenkins, Robert B.
Jeppi, Elizabeth V.
Jeppi, Samuel Patrick
Jernigan, John M., Jr.
Jernigan, Lane M.
Jesina, Carl Lee
Jester, J. Willard
Jester, Wilfred R.
Joffe, Albert
Johns, Basil P.
Johnson, Calvin E.
Johnson, Clyde G.
Johnson, Ernest Irvin
Johnson, Henry J.
Johnson, J. Hartley
Johnson, James Edw.
Johnson, James W., III
Johnson, James E.
Johnson, Jerome H.
Johnson, Jos. L.
Johnson, Jos. L., Jr.
Johnson, Kenneth B.
Johnson, Margaret E.
Johnson, Norman M.
Johnson, Orton A.
Johnson, Otis LeRoy
Johnson, Paul C.
Johnson, Ralph S.
Johnson, Warren L.
Johnson, Wm. Ray
Johnston, George
Johnston, Rosella R.
Jones, Amos A.
Jones, Arthur Wm.
Jones, Briggs C.
Jones, C. Frank
Jones, Cyrus F.
Jones, Garrett S.
Jones, George A.
Jones, Harold B.
Jones, Harry Patton
Jones, Henry Alvan
Jones, H. Pryor
Jones, Howard B.
Jones, James A.
Jones, James E.
Jones, John Paul
Jones, Jos. Webster
Jones, Marvin H.

Jones, N. Howard
Jones, Paul
Jones, Philip W.
Jones, Pius H.
Jones, William B.
Jones, W. Franklin
Jongeward, Mathias
Jontiff, Henry Fred
Jordan, Charles D.
Joseph, J. Gilbert
Joseph, LaRue V.
Joyce, Clarence G.
Judy, Francis L. G.
Judy, John N.
Jules, Bernard Chas.
Jung, J. G.

K

Kabik, Robert Joseph
Kahan, Harvey
Kahanowitz, Milton
Kahn, Leon J.
Kahn, Maurice
Kahn, Morton
Kahn, Reuben
Kairis, Eleanor M.
Kairis, John Joseph
Kairis, Nancy Emily
Kaiser, Carl Arwid
Kaiser, Joseph A.
Kalb, Francis P.
Kalkreuth, Clyde N.
Kallelis, Theodore S.
Kallins, Edward S.
Kamanitz, Irvin L.
Kamenetz, Irvin
Kaminkow, Joseph
Kaminski, Felix H.
Kammer, D. A.
Kammer, Wm. H.
Kandel, Leonard E.
Kane, Joseph D.
Kanter, Abraham J.
Kantner, Leahmer M.
Kantorow, Gerald S.
Kappelman, Leroy F.
Karasik, William
Karlin, David
Karmann, George
Karmiol, Stanley B.
Karn, Philip R.
Karns, Harold T.
Karns, Hugh H.
Karpa, Isador
Karpa, Jerome J.
Karpa, Maurice
Karr, William S.
Karwacki, S. V.
Karwacki, Frank W.
Kasik, Frank T., Jr.
Kasser, Joseph
Kasten, C. F.
Kasten, Karl H.
Katcoff, Harold
Katz, Benj. R.
Katz, Burton Lee
Katz, Ely Sydney
Katz, Gabriel Elliott
Katz, Herbert A.
Katz, Joseph
Katz, Morton
Katz, Morton H.
Katzoff, Isaac
Kaufman, Jordan W.
Kaufman, Marion E.
Kaufman, Frank A.
Kaufman, Stanley L.
Kavanaugh, M. J.
Kaye, Harry
Kaye, Myles C.
Kaylus, Albert G.
Keagle, LeRoy Curtis
Kearfott, Clarence P.
Keehner, Raymond
Keech, Robert P.
Keefer, Hiram E.
Keenan, J. T. J.
Kehr, Erney C.
Keiter, Richard D.
Kellam, R. A.
Keller, Arvilla M.
Keller, C. V. deP., Jr.
Keller, George Riland
Kellermann, W. D.
Kelley, Gordon Wm.
Kelley, Guy C.
Kellough, Chas. Irvin
Kellough, E. R., Jr.
Kellough, George W.
Kelly, Charles W.
Kelly, George Benner
Kelly, George L. M.
Kelly, Liquori J.
Kelly, Robert J.
Kelly, Thomas J.
Kelly, Thos. J.
Kelly, M. P.
Kemble, Wm. Wayne
Kemp, Blanche L.
Keniston, A. H., Jr.
Kenley, W. E.
Kenner, Edwin A.
Kennard, James B.
Kenyon, George
Kern, Joseph
Kerpelman, Howard
Kerpelman, Isaac
Kerr, Thomas H.
Kerr, C. Raymond
Kershaw, Harry
Kesmodel, Chas. R.
Kessler, Marvin M.
Kessler, Morris L.
Kexel, LeRoy E.
Keyser, W. C. H., Jr.
Kiefer, John W.
Kiefer, Ralph S.
Killeri, Anthony M.
Killpack, Don S.
Kilner, E. A.
Kimzey, Kritz J.
King, Gerald
King, Samuel J.
King, Melvin Leroy
King, William H.
King, W. P. M.
Kinkead, Chas. Wm.
Kinnamon, Harry A.
Kinsey, Raymond D.
Kirk, Catherine E.
Kirsen, Abraham
Kirson, A. Robert
Kirson, Jerome
Kirson, Walter
Kistler, Stephen Bird
Kistner, Carl
Kitchin, W. Yager
Kitt, Melvin G.
Klatsky, Stanley A.
Klavens, Elmer
Klavens, Sidney R.
Kleczynski, T. C.
Klein, Benjamin F.
Klein, Howard
Klein, Solomon
Kleinbart, David J.
Kleinmann, Kurt
Klepfish, Milton A.
Klimen, Samuel E.
Kline, Bernard B.
Kline, Sidney
Kling, Herman M.
Klingaman, Claude R.
Klingelhofer, F. W.
Klotzman, Alfred
Klotzman, Robert H.
Knecht, Frederick
Knepper, Francis C.
Knorr, E. A.
Knowles, F. E.
Kobin, Benjamin
Koch, Ervin M.
Kochert, Ernest P.
Koehlert, W. H.
*Koenig, Fred. W.
Kogelschatz, J. W.

*Deceased

Kohlhepp, G. A., Jr.
Kokoski, Chas. J.
Kokoski, Robert J.
Kolb, George
Kolker, Frank Milton
Koldewey, T. W.
Koller, Elmer C., Jr.
Kolman, Lester N.
Kolman, M. Alfred
Kolman, Minnie F.
Konicov, Monte
Koon, Charles L.
Koons, George S.
Koplin, Arthur
Korb, Katherine
Kosakowski, C. G.
Kosmin, Marvin
Koustenis, Harry G.
Kouzel, Howard
Kouzel, Samuel I.
Krakower, Jacob
Krall, Joseph
Kram, W. P.
Kremer, Beryle Philip
Kramer, Bernard
Kramer, Edith A.
Kramer, Jack Louis
Kramer, Leonard H.
Kramer, Morris
Kramer, Morton D.
Kramer, Samuel E.
Kramer, Stanley H.
Kramer, Max T.
Krantz, John C.
Kratz, Frank P., III
Kratz, Walter E.
Kraus, Louis Henry
Kraus, Louis H., Jr.
Kraus, Richard Ed.
Kreamer,Frederick L.
Kreis, Edna E.
Kreis, George J.
Kreis, Geo. Jos., Jr.
Krieger, Benjamin
Krieger, Max A.
Kriger, Benj. Arthur
Kronenberg, Chas. H.
Kronthal, Jacob L.
Kroopnick, Frieda R.
Kroopnick, G. D.
Kroopnick, Jennie
Kubiak, Dolores Z.
Krucoff, Maxwell A.
Krupnick, Ellis G.
Krusniewski, B. A.
Kuhn, Mark Joseph
Kull, Raymond C.
Kumkumian, Chas. S.

Kupfer, Alexander
Kurland, Louis J.
Kursvietis, A. J.
Kushner, Meyer G.
Kwash, Herbert

L

Lachman, Bernard B.
Lachman, Marvin M.
*La Course, Anthony
LaFrance, F. A.
Laken, Benjamin B.
Lamb, Lewis Joseph
Lambdin, E. C., Jr.
Lambert, Paul W.
Lambrecht, F. A.
Lambros, D. S.
Lanahan, Wm. A.
Landau, Morris
Landon, J. A.
Lane, Edward M.
Laney, Charles O.
Lang, Louis William
Lang, Nicholas I.
Lang, W. F. C.
Lange, Walter
Langer, Charles
Langdon, Frank P.
Langston Jeffie G.
Lapin, Alfred R.
Lapin, Bernard J.
Laroque, E. J.
Larrabee, Chas. Wm.
Lassahn, Norbert G.
Lassiter, John H.
*Lathroum, Leo B.
Lathroum, Leo B., Jr.
Lathroum, R. T.
Latona, Salvator J.
Lauer, M. J.
Laufe, Harold A.
Laughlin, B. Frank
Laur, John J.
Lautenbach, Ferd.
Lavin, Bernard
Lavin Sol
Lawlor, Henry Wm.
Lawson, Alfred Munk
Lawson, Arnold
Lawson, Robert E.
Lawson, Wilbert B.
Layden, William
Lazarick, Lillian G.
Lazarus, Leon Julius
Lazzaro, Samuel F.
Leatherman, A. G.
Leatherman, A.G., Jr.
Leavey, Herbert J.
Leavitt, Dean E.

LeBlanc, Theodore
Leboff, Solomon
Lebowitz, Harry
Lebson, David
Lebson, Hyman
Ledbetter, E. DeB.
Lee, Carroll B.
Lee, Claud D.
Lee, George Ernest
Lee, Warren Walter
Leeds, Harry F.
Leef, James Alnutt
Leffler, W. H.
Leftin, David
LeGates, Ethel
Lehnert, Ernest C.
Lehr, Clarence G.
Lehr, Robert H.
Leibowitz, Benjamin
Leibowitz, Louis
Leiderman, S. E.
Leise, David
Leites, Blanche
Lemke, George
Lemler, Abraham A.
Lemler, Stephen M.
Lemmert, James E.
Lemons, Milton S.
Lennox, Williard J.
Lenz, William
Leonard, Helen A.
Leonard, Russell D.
Leonhardt, Carl O.
*Leonhardt, Oscar F.
Lerman, Philip H.
Lerner, Sidney I.
Levenson, Julius V.
Levenson, Marvin M.
Levenson, Sidney
Levi, Ernest
Levicka, Vincent C.
Levie, Edward Joseph
Levier, Oscar H.
Levin, Arthur Irvin
Levin, Benjamin
Levin, Benjamin S.
Levin, Bernard
Levin, Bernard
Levin, Daniel M.
Levin, David
Levin, Evelyn Shirley
Levin, Harold Joseph
Levin, Harold Paul
Levin, Harry
Levin, Haskell
Levin, Israel
Levin, Jacob Benny
Levin, Joseph L.
Levin, Leon Phillip
Levin, Max

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*Deceased

Levin, Morton
Levin, Nathan
Levin, Norman
Levin, Norman Jack
Levin, Norman Lee
Levin, Philip
Levin, Richard L.
Levin, Sam Barry
Levin, Stanley W.
Levin, Theodore
Levine, Jay E.
Levine, Lester
Levine, Milton
Levine, Morris
Levine, Phillip Julian
Levins, Arnold I.
Levinson, Henry
Levinson, Paul
Levy, Abraham M.
Levy, Bernard
Levy, David A.
Levy, Donald
Levy, Frank F.
Levy, Irving
Levy, M. Zachary
Levy, Melvin
Levy, Walter von S.
Lewine, Donald S.
Lewis, F. Harold
Lewis, Harry C.
Lewis, T. B., Jr.
Leyko, Gregory W. A.
Libowitz, Aaron M.
Lichtenstein, Ivan I.
Lichtenstein, Harold
Lichter, George
Lichter, Raymond
Lichtman, Albert
Lichtman, Harry S.
Lieb, Frank J.
Lieberman, L. L.
Lifschitz, Amiram
Lightner, Earl H.
Liken, Russell B.
Lillich, B. Allen
Linahan, Charles
Lindeman, Philip D.
Lindenbaum, Albert
Lindenbaum, Louis
Lindenbaum, Morris
Linderberger, John E.
Linsineier, Joseph C.
Lipkey, Nancy M.
Lippman, Morton
Lippold, Frank
Lipskey, Joseph
Lipsky, Harold H.
Lipsky, Irvin N.
Liptz, Alvin E.
Lisk, D. Clyde
Liss, Nathan Isaic
Lister, Charlotte Z.
Litman, Albert
Little, John Milton
Little, Robert S.
Little, W. R.
Litvin, Sidney B.
Lloyd, C. C.
Lloyd, F. J.
Lloyd, W. H.
Loftus, John
Lombard, Nicholas T.
Lohmeyer, Lloyd W.
London, Samuel
Longenecker, J. K.
Looney, Ernest W.
*Lotterer, Robert A.
Lotz, Emma Grace
Lovell, Herbert E.
Lowe, Carroll A.
Lowry, Raymond J.
Lowry, William John
Lubin, Raymond A.
Lubman, Ronald A.
Lucas, Alfred W.
Lucas, Mary C.
Lucas, Samuel M.
Luck, Charles A.
Luck, William M.
Ludwig, Andrew F.
Luke, Harry L.
Luley, Charles Ed.
Lum, Max Robert
Lupin, Irwin Morton
Lupo, Francesco P.
Lusby, Gretchen M.
Lusco, S. Vincent
Lutz, John G.
Lutz, Robert E.
Lutzky, Joseph
Lyden, Edward E., Jr.
Lyle, W. L.
Lykos, Nicholas C.
Lynn, Norman Bruce
Lyon, Andrew T.
Lyon, Geo. Taylor
Lyon, James H.
Lyons, Elmer C.

M

MacGillivray, Gordon
Macek, Bernard F.
Macek, Frank J.
Macek, Walter P.
Maciulla, James Louis
Maciulla, S. V.
Mackey, James Q.
Mackowiak, S. C.
Macks, Ben Harold
Maczis, William J.
Magaziner, Frederick
Magid, Louis
Maggio, A. J., Jr.
Magiros, John Geo.
Mahoney, Robert W.
Main, Clinton E.
Maisel, Joseph B.
Maisenholder, E. C.
Malanowski, B. C.
Malick, Richard W.
Malone, Wm. W.
Manchey, L. Lavan
Mandel, Howard E.
Mandelblatt, Allen E.
Mandrow, Mary Anna
Manheimer, R. B.
Mankin, G. T.
Mann, Ruffin N.
Mancuso, Walter E.
Manning, Marion C.
Mantley, Frank B.
Marciniak, Edw. S.
Marcus, Max
Marek, Anton Charles
Margolis, Isidore
Marinelli, Carroll P.
Markin, Edward A.
Markin, Samuel
Markley, Edward B.
Marks, Sidney I.
Marley, Benj. C., Jr.
Marmor, Joseph P.
Marsh, Jack C.
Marshall, Barbara I.
Marshall, Charles M.
Marshall, S. Fred
Marshall, Sylvester K.
Martello, Herbert A.
Marten, George L.
Martin, Alfred Leroy
Martin, Frank G.
Martin, Harry C.
Martin, Lester Ross
Martin, Richard E.
Martin, Robert J.
Martinez, Nellie E. S.
Mary, Nolasco
Maser, Louis
Massell, Aaron A.
Maseth, Earle George

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*Deceased

Maseth, William E.
Mashkes, Morris
Mask, Jerome
Mason, John T.
Mason, John Wm.
Massing, David
Massing, E. Wolfe
Matelis, Olga P.
Mathers, Audrey J.
Mathews, H. Spencer
Mathews, Emory H.
Matta, Joseph Edw.
Matthews, Vincent S.
Matthews, Vincent W.
Mattingly, Daniel J.
Mattocks, A. McL. Jr.
Mattox, William M.
May, Howard J.
Mayberry, Edgar B.
Mayer, J. L.
Mayer, Alexander M.
Mayer, Maurice V.
Mazer, Harold H.
McAllister, Benjamin
McAllister, Benj., Jr.
McDougall, Bernard C.
McAvoy, Michael J.
McCagh, Edward T.
McCagh, F. L., Jr.
McCall, George B.
McCambridge, Joseph
McCann, Thos. J. Jr.
McCann, Walter I.
McCarthy, Daniel F.
McCarthy, John L.
McCartney, Frank L.
McCauley, Wm. F.
McClerry, Claud R.
McClincy, Stanley
McCohn, Sister
McComas, J. R., Jr.
McConnell, Dufferin
McCormick, Chas. E.
McCormick, G. C.
McCoy, J. K., Jr.
McDonald, C. L.
McDonald, Thos. L.
McDougall, Bernard
McDonnell, Patrick J.
McDuffie, George E.
McElwee, Ross S.
McGarry, Charles E.
McGinn, Henry P.
McGinity, F. Rowland
McGraw, E. J.
McGuire, Thomas H.
McIndoe, John G.
McKellip, John
McKenzie, H. C.
McKew, Thomas H.
McKinley, James D., Jr.
McKirgan, John L.
McKirney, Wm. M.
McKnight, Vernon H.
McLarty, Geo. C., Jr.
McLean, I. William
McMahon, Michael J.
McManus, Daniel A.
McMichael, James E.
McNally, Hugh B.
McNamara, B. P.
McNeill, Melba Lois
McShann, Mansell H.
McTeague, Charles J.
McWilliams, Lester
Meadows, Clement J.
Meadows, George W.
Meagher, Harry R.
Mears, Chase K.
Mears, Frank D.
Mears, Lee K.
Meeth, John T.
Megaw, Herschel
Meiser, Edward T.
Meiss, William S.
Meikle, J. D.
Mellor, Benjamin, Jr.
Mendelsohn, Daniel
Mendelsohn, Max L.
Mendelsohn, Ronald E.
Mendelson, Herman
Menke, M. A.
Mentis, Anthony P.
Mentzer, John R., Jr.
Mercer, Robert V.
Mercer, Victor G.
Meresicky, Ralph J.
Mercier, M. W., Jr.
Merdinyan, E. F.
Merkel, Henry
Mermelstein, D. H.
Merritt, J. Webster
Merritt, Samuel H.
Merryman, Geo. W.
Mersky, Milton
Mersky, Morris S.
Merwitz, Stanley J.
Meserve, John Chas.
Mess, Sister Mary Adamar
Messersmith, E. J.
Messina, Julius A.
Metheny, Carl Melvin
Metz, Hermann F.
Metz, Richard A., III
Mewhirter, Harry D.
Meyer, Geo. W. A.
Meyer, William J.
Meyers, Albert Temin
Meyers, Irwin E.
Meyers, Jacob Sholom
Meyers, Louis Lear
Meyers, Macy Herbert
Michael, Lucus A.
Michael, Marvin E.
Michaels, Albert
Michel, John Vernon
Michell, Herman
Miden Julian I.
Mikules, Alex. H.
Milgram, Samuel
Millard, Ruth
Millenson, Irving
Miller, Abraham
Miller, Alvin B.
Miller, Charles W.
Miller. David
Miller. Edward
Miller, George A.
Miller, George P.
Miller, Harold C.
Miller, Harry
Miller, Israel M.
Miller, Irving W.
Miller, Lawrence L.
Miller, Lewis
Miller, Manuel
Miller, Milton
Miller, Myron
Miller, Nathaniel A.
Miller, Olga Jonkus
Miller, Reuben
Miller, Richard A.
Miller, Solomon
Miller, T. A.
Miller, William F.
Milio, Frank R.
Milman, Harry
Millman, Philip H.
Mills, Fred W.
Mills, Howard D.
Mills, Robert S., Jr.
Minaker. Irwin
Mindell, Charles
Minder, Frederick
Miner, Richard Leo
Misler, Bernard
Mitchell, Joseph P.
Mitchell, Robert L.
Mirvis, Julius
Mobley, L. R.
Mobley, Walter B.
Modena, Charles E.

Mohr, Milton E.
Moler, Robert K.
Molli, Louis J.
Monahan, A. M. S.
Mondell, Harold D.
Monroe, Henry C.
Mooney, Iole R. M.
Moore, Charles W.
Moore, G. Richard
Moore, John L.
Moore, Theodore C.
Moorehead, F. E.
Moose, Gurley Davis
Moose, Walter Lee
Morgan, Alfred K.
Morgan, Joseph H.
Morganstern, William
Morgenroth, Hans
Morgenroth, V. H., Jr.
Morgenstern, Emma
Morgenstern, Wm. A.
Morris, Barbara M.
Moritz, William E.
*Morris, Eugene G.
Morris, I. J. V.
Morris, Irving M.
Morris, Samuel
Morris, Martin H.
Morrison, Clarence H.
Morrison, W. B.
Morstein R. M.
Morton, John Earl
Moscariello, Frank M.
Moscati, Adrian P.
Moscati, Marius A.
Mosely, Omar, H., Jr.
Moses, Benjamin B.
Moser, John, Jr.
Moskey, Thomas A. Jr.
Moss, Arnold
Moss, John H.
Mossell, Aaron A.
Moshenberg, William
Mossop, Carrie G.
Mouat, Gordon A.
Moxley, R. B.
Moyer, Walter
Moyers, C. W.
Moylan, Robert L.
Mrazek, Leo L.
Muchnick, David S.
Muehlhause, Ruth V.
Mueller, Edward L.
Muench, Genevieve J.
Muldoon, Ralph V.
Mules, Nathan C.
Mulhall, Francis J., Jr.

*Deceased

Mullen, Charles L.
Munzert, Harry J. F.
Munzert, L. A. G.
Mupsik, Herman M.
Murdock, Loyall Edw.
Murphy, Edwin C.
Murphy, Jerome E.
Murphy, John M.
Murphy, Marie M.
Murphy, J. Robert
Murray, Lindley R.
Musacchio, Leo M.
Muse, Alexander E.
Musgrave, D. E.
Musgrove, Walter G.
Musher, Arthur A.
Muskatt, Edith
Mutch, Richard John
Mutchnik, Melvin
Myerovitz, Joseph R.
Myers, Bernard
Myers, Beverly S.
Myers, Charles
Myers, Ellis B.
Myers, Irvin L.
Myers, Lyndon B.
Myers, Morton
Myers, Richard Earl
Myers, Robert I.

N

Naiditch, Morton E.
Naplachowski, S. A.
Narunsky, Reuben
Nash, Donald M.
Nave, Jackson M.
Neary, Thos. F., Jr.
Neely, Herron
Neighoff, Wilson E.
Neis, Arnold Howard
Nelson, Augustus W.
Nelson, Kenneth H.
Nelson, Robert B.
Nelson, William G.
Nemerow, Martin W.
Neubauer, Clarence G.
Neumann, Jos. James
Neumann, Walter P.
Neumeyer, John L.
Neutze, John F.
New, John Robert
Newhouse, Stanley R.
Newman, Albert M.
Newman, David
Newman, Leon M.
Newman, Martin D.
Niefeld, Herbert
Nierman, Robert F.
Nicolas, Peter Alex
Niss, Israel
Nitsch, Charles A.
Niznik, Paul Vincent
Niznik, Theodore T.
Noel, Harriett Ruth
Noelle, Charles
Noland, Charles E.
Noll, Frank Morgal
Noll, Violet B.
Nollau, Elmer W.
Nordman, H.
Norris, Earl M.
Norris, Paul Edmund
Norris, Walter B.
Northover, Edw. R.
Norton, Anna Cover
Norton, Gerald Lewis
Nosal, Pauline Ann
Nothstine, Ken. T.
Noveck, Irvin
Noveck, Morris
Noveck, Nathan
Novey, Sam
Novick, Bernard
Nowick, Sidney G.
Nunan, Sister Mary B.
Nusinow, Samuel

O

O'Brien, John W.
O'Brien, William C.
O'Dea, James M.
Odian, Alice
O'Donnell, Francis J.
Oed, Marvin LeR.
Offutt, Clifford H.
Offutt, R. H.
Ogrinz, Alexander J., Jr.
Ogurick, Alexander
O'Hara, John James
O'Hara, John J., Jr.
Ohlendorf, Albert V.
Ohly, Robert Wayne
Okrasinski, Joseph L.
Oken, Jack
Oken, Louis E.
Oldham, Walter F.
Oleszczuk, Melvin J.
Olsan, Frank
O'Neal, John Leonard
O'Neil, Jennie A.
O'Neill, Lawrence J.
Onnen, Adolph C.
Onnen, Arnold M.
Onnen, E. F.
Orlind, Harry
Orloff, Milton
Orr, William Hugh
Ortt, James Bryan
Orzel, Rita Adele

Oshry, Faga P.
Osburn, Darris M.
Oshinsky, Sol
Oster, Walter F.
Ostrow, Milton
Otto, Frederick A.
Ouellette, Philip A.
Overholt, W. F.
Owens, Bennie G.
Owens, R. Hamilton
Oxman, Meyer

P

Packett, William H.
Padousis, John
Padussis, Anthony G.
Pagan-Colon, Rafael Angel
Paidakovich, M. J.
Palder, Edward L.
Palmer, J. C.
Palmer, Mathias
Panamarow, Stephen
Pannill, William E.
Pape, Harry S.
Parelhoff, Maurice I.
Papiermeister, Joseph
Parisky, Bernard H.
Parker, Howard E.
Parker, Jas. A. I.
Parker, John G.
Parker, Katherine J.
Parker, Laura
Parker, Muriel E. N.
Parker, Richard Dale
Parks, Isadore J.
Parlade, J. A.
Parlett, George D.
Parr, Oscar C.
Parr, William A.
Parramore, W. VanV.
Parson, Benjamin
Pasco, Louis Edward
Pass, Isidore
Pass, Victor Earl
Passaro, Edward J.
Pasterfield, Philip M.
Pasterfield, Wm. T.
Pate, William A.
Patlen, Irving
*Patrick, Albert John
Patrick, Thomas Ed.
Pats, Albert
Pats, Sidney
Patterson, Walter J.
Paul, Daniel A.
Paul, Frank Ronald
Paul, Harry Jacob
Paul, Howard
Paulson, Aaron Ariel
Paulson, David
Paxson, George W.
Paxson, Robert L.
Paxton, Poague R.
Payne, Harry
Payne, Thomas M.
Pazdera, Frank J.
Pearlman, Albert
Pearlman, David
Pearlman, William L.
Pearlstein, Philip
Pearrell, Ernest H.
Pearson, Sarah B.
Pearson, Silas H.
Pecarsky, Seymour
Pelovitz, Nathan G.
Pemsel, E. Robert
Pentz, R. L.
Perel, Max
Pertnoy, Edwin
Peskin, David
Pessagno, Wilbur J.
Peterka, Albert A.
Peters, Albertus B.
Peters, Charles R.
Petralia, Anthony J.
Petticord, Webster B.
Pettit, Bernard A.
Petty, Huie Wilbert
Petzold, Robert T.
Pfaff, Virginia W.
Pfeifer, Charles M.
Pfeifer, Charles, Jr.
Pfeifer, Edward
Phelps, R. Gorman
Phillips, Emerson C.
Picha, Frank
Pickett, Benjamin F.
Pierce, J. W.
Pierce, Robert R.
Pierson, Clarence H.
Pietri, Margarita O.
Pigott, C. D.
Pilson, Robert A.
Pilson, Robert W.
Pinerman, Jerome
Pinsky, Herman H.
Pippig, Howard A., Jr.
Piquett, Maude B.
Piraino, Vincent J.
Pivec, John James
Pivo, Robert
Plank, Donald J.
Plank, John McNeil
Plassnig, Edwin
Platt, Marvin S.
Platt, William
Plotkin, Herbert
Plotkin, Richard D.
Plotner, William C.
Plumley, R. Walter
Plovsky, Nathan L.
Podoksik, Hyman B.
Poffenberger, H. L.
Poggi, Gabriel J. L.
Poisal, J. W.
Poklis, Alphonse
Polin, Ralph R.
Polk, Hamilton R.
Pollekoff, Jacob
Pollekoff, Sheldon E.
Polekoff, Morris
Pollack, Howard
Pollock, William
Pollack, Melvin M.
Pollack, Morton L.
Polonsky, Murray
Poltilove, Geo. J.
Poltilove, Harvey G.
Pomerantz, L. H.
Popluder, Nathan
Porembsky, Joseph
Portney, Samuel
Porterfield, R. S.
Portoghese, P. S.
Posin, Benjamin W.
Potash, Oscar
Potler, David
Potocki, Peter Paul
Potts, Gifford L.
Potts, H. L.
Potts, James Meyer
Powell, F. Lee
Powell, Monte L.
Powers, Julian T.
Poznysz, Edward L.
Prag, Jules Benge
Pratt, Charles A.
Prensky, Bernard M.
Pressman, I. M.
Preston, Bern. J., Jr.
Price, Carroll F.
Price, Charles P.
Price, Walter C.
Prigal, Herman
Pritzker, Sherman D.
Pross, Clarence
Pross, Ferdinand, Jr.
Prostic, Albert
Prostic, Harry
Proudfoot, R. E.
Provenza, Stephen J.
Provost, F. T.
Pruce, Alfred Albert
Pruce, Irving M.
Pruss, Thaddeus P.
Pryor, W. A.
Pucklis, Frank S.

*Deceased

Pugatsky, David
Pumpian, Paul A.
Purdum, Frank L.
Purdum, H. D.
Purdum, William A.
Pycha, Richard J.

Q

Quarles, Ralph T.
Quasney, Emil, Jr.
Quen, Edward Marc
Quvedo, de Carlos G.

R

Raap, Irvin Leonard
Rabinowitz, I. W.
Racusin, Nathan
Raedy, John Henry
Raffel, Leon
Ragains, Fred Perry
Raichlen, Isador
Raichlen, Samuel I.
Raines, Arthur
Ralph, Bernard W.
Raney, John W.
Ranfone, Charles
Rankin, Billy Frank
Ransom, Gray Portis
Rapaport, G. H.
Rapoport, Leonard
Rappaport, Marvin
Rasinsky, Milton
Raudonis, John A.
Rauschenbach, C. W.
Rausen, Joseph
Ravita, Salvatore J.
Rawe, Charles E.
Rawlins, Mildred A.C.
Raylman, Robert C.
Reamer, Israel T.
Reamer, Sidney H.
Redden, Charles H.
Reed, C. H., Jr.
Reed, Clyde Eugene
Reed, Jackson S. R.
Reese, C. Clifford
Reese, Charles C.
Reese, Harry Eugene
Reese, Kenneth A.
Regimenti, Vincent J.
Rehbein, Louis W.
Reichert, LeRoy D.
Reir, Hilary H.
Reindollar, Wm. F.
Reinhardt, O. M.
Reinhardt, R. L.
Reid, Hilary H.
Reisch, Milton
Reiser, Arnold J.
Reiser, Earl
Reiter, Arthur Paul
Reiter, Saul
Reitz, J. J.
Rench, Victor B.
Rendel, Morris
Resnick, Elton
Restaino, F. A.
Rettaliata, Leo
Reynolds, A. C.
Reynolds, Bradley A.
Reynolds, C. E., Jr.
Reynolds, Ralph E.
Rezek, Geo. Jaroslav
Reznek, Paul
Rhode, John George
Rhodey, Charles L.
Ribeiro, Robert E.
Rice, Leonard M.
Rice, Howard S.
Ricedorff, Edwin M.
Rich, Frank R.
Richards, Kenneth O.
Richardson, C. G.
Richardson, C. T.
Richardson, G. A.
Richardson, James J.
Richardson, Lloyd N.
Richardson, Wm. H.
Richardson, V. M.
Richman, Emanuel
Richman, Jacob L.
Richman, Philip F.
Richmond, Jerome
Richmond, Samuel
Richmond, Sewell E.
Richter, Wm. A.
Riedel, Walter K.
Riggin, Rex
Riggs, John A.
Riley, Marie Theresa
Ringgold, B. C.
Rinker, Lemuel H., Jr.
Ripley, Albert B.
Ritter, Ross W., Jr.
Rizer, R. L.
Robbins, Gaythel S.
Robbins, Sam S.
Robeck, Walter H.
Robenson, Milton N.
Robert, Rafael
Robert, W. H., Jr.
Roberts, William P.
Robertson, F. W.
Robertson, W. F.
Robins, Leon Israel
Robinson, Albert J.
Robinson, Joseph T.
Robinson, Maurita
Robinson, Oliver P.
Robinson, P. P.
Robinson, R. C. V.
Robinson, Robert
Robinson, S. E.
Robl, Mary J. K.
Rochester, Harry L.
Rockman, Morris
Roddick, Wilkin M.
Rodbell, Theodore E.
Rodgers, Sister Scholastica
Rodman, Leon
Rodman, Morris
Rodney, George
Rodowskas, C. A.
Roe, Thomas E.
Rofsky, Howard E.
Rogers, Harold L.
Rohoblt, Walter S.
Romanoff, Samuel A.
Rombro, David M.
Rooss, Robert V.
Rosario, Carlos del
Rose, Jonas
Rose, Louis
Rose, Shep K.
Rose, Wm. Wilson
Rosen, Donald Merle
Rosen, Sam
Rosenbach, Hans J.
Rosenberg, Leon
Rosenberg, B. R.
Rosenberg, Joseph J.
Rosenberg, Milton B.
Rosenberg, Morris
Rosenberg, Reuben
Rosenberg, Robert
Rosenbloom, Jack H.
Rosenbloom, S. L.
Rosenfeld, Albert
Rosenfeld, David H.
Rosenfeld, Israel A.
Rosenstadt, Aaron
Rosenstein, Aaron
Rosenstein, Harry B
Rosenthal, Alvin
Rosenthal, Bernard
Rosenthal, Emanuel
Rosenthal, H. T.
Rosenthal, Lewis J.
Rosenthal, Louis R.
Roslyn, John J.
Rosoff, Philip
Ross, Earl R.
Ross, James Davis

Ross, Robert W.
Ross, William A., Jr.
Rossberg, Charles
*Rossberg, William
Rossberg, William C.
Rostov, Samuel J.
Roth, Louis J.
Roth, Martin
Rothberg, Louis E.
Rothman, Morris E.
Rothstein, Paul
Rotkovitz, William
Rouzer, John R.
Rowe, Charles Joshua
Rowens, W. Eldridge
Rowland, Mary J. B.
Rowland, N. D.
Rowlenson, John T.
Rowlenson, Wm. F.
Roy, A. H.
Royce, Robert Francis
Ruben, William M.
Rubens, Harry M.
Rubin, Melvin N.
Rubin, Murray Alvin
Rubin, Samuel B.
Rubin, Samuel S.
Rubin, Seldon L.
Rubin, Sylvan I.
Rubinstein, Hyman S.
Ruddie, Israel M.
Rudie, Harry
Rudman, Melvin H.
Rudo, Herbert B.
Rudoff, Oscar
Rudolph, Henry S.
Rudy, Harry Robt., Jr.
Ruff, Howard
Ruff, William A.
Ruhl, Frank H.
Rush, G. W. C.
Russell, J., A.
Russell, John Alex.
Russell, Richard P.
Ruth, Stephen Walter
Ruths, F. C.
Rutkin, Samuel

S

Sabatino, Louis T.
Sable, Louis
Sach, Abraham
Sachs, Albert
Sachs, Michael
Sachs, Norman R.
Sachs, Raymond
Sachs, Raymond
Sachs, Robert
Sachs, Sylvan L.
Sacki, Kurt Leo
Sacks, Melvin
Sacks, Morris
Sacks, Paul D.
Sacks, Sidney
Sachs, Walter H.
Sadler, R. H.
Sadler, Thomas, Jr.
Sadownick, Arnold
Safran, Sidney
Sager, Benjamin
Saks, Joseph Herman
St. Henry, Sister Mary
Salus, Arthur
Sama, Mario
Sames, Joseph H.
Sampson, A. J.
Samuelson, Oscar
Sandene, Clarence L.
Sanders, Wm. E.
Sandler, Jos. Samuel
Sandler, Solomon
Sanner, Norman R.
Sanner, Richard T.
Santoni, David A.
Santoni, Daniel A.
Santoni, Henry A.
Sappe, Milton J.
Sappe, Milton C.
Sapperstein, Edw. I.
Sapperstein, Jacob J.
Sapperstein, Louis
Sapperstein, William
Sarubin, Milton
Saslaw, Israel S.
Satisky, William M.
Satou, Marcus
Sause, Milton P.
Savage, Moses
Savage, Walter T.
Savin, Jules I.
Savitz, Melvin M.
Sawtelle, Seth S.
Sborofsky, Isadore
Scelfo, Octavia A.
Scelsi, Joseph V.
Schaech, Dorothy F.
Schaefer, Charles A.
Schaefer, John F.
Schaefer, T. A.
Schammel, Adam J.
Schapiro, A. B.
Schapiro, Harry S.
Schapiro, Oscar M.
Schapiro, Samuel
Schapiro, Louis
Schaumburg, N. L.
Schechner, Jules
Scheffrin, R. E.
Scheinin, Benjamin
Scheinker, Wm. H.
Schenker, Norman L.
Schenker, Philip
Scher, Robert
Scher, Robert Samuel
Scherer, Charles
Scherr, Melvin G.
Scherr, Morton B.
Scherr, Norma L.
Scherr, Stanley
Schiff, Harry David
Schiff, Howard R.
Schiff, Nathan
Schiltneck, Fanny
Schiltneck, C. N.
Schimmel, M. S.
Schindel, Harry E.
Schindel, Samuel L.
Schindel, Howard E.
Schireson, Henry J.
Schirman, Dr. R. J.
Schisler, Chas. H.
Schlackman, Milton
Schlaen, Mildred
Schlaifsteyn, R.
Schley, Steiner
Schlinger, Howard R.
Schlosser, Roy B.
Schmalzer, W. J., Jr.
Schmidt, August W.
Schmidt, Chas. J., Jr.
Schmidt, F. Herman
Schmidt, Jacob E.
Schmidt, Edwin A.
Schmidt, E. Albert
Schmidt, Geo. M.
Schmidt, Herman
Schmidt, John E.
Schmidt, Samuel
Schmitt, Fred J.
Schnaper, Morton J.
Schneider, Allan M.
Schneider, Edwin J.
Schneider, Jack
Schneider, Marvin
Schneider, Richard J.
Schneyer, Herbert D.
Schochet, Paul

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*Deceased

Schonfeld, Gerald
Schoenrich, Herbert
Schonfeld, Paul
Schor, Leo
Schotta, Elbert Wm.
Schrader, Harry L.
Schreibstein, Chester
Schroeder, J. H.
Schucalter, Harry B.
Schucalter, Morris E.
Schulte, C. J. A., Jr.
Schulte, C. M.
Schulte, Edward Lee
Schulte, F. W., Jr.
Schulte, Henry C.
Schulte, John A.
Schultze, Hugo F.
Schulze, Wilmer H.
Schuman, Joseph M.
Schumann, Henry V.
Schumm, Fred. A.
Schuster, Gerald D.
Schuster, John N.
Schutz, Edward A.
*Schwartz, Alvin
Schwartz, B. M.
Schwartz, David I.
Schwartz, Harry
Schwartz, Henry
Schwartz, I. George
Schwartz, Francis H.
Schwartz, J. W.
Schwartz, Jerome
Schwartz, John T. C.
Schwartz, Martin
Schwartz, Milton
Schwartz, Nathan
Schwartz, Theo. H.
Schwartzburt, I. L.
Schwatka, W. H., Jr.
Sciarra, John Jack
Scigliano, John A.
Scola, Joseph
Scoll, Lea H.
Scott, David I.
Scott, Donald W.
Scott, Edward A.
Scott, Edward D.
Scott, Jennings B.
Scott, Kent W.
Scott, S. M., Jr.
Sealfon, Irwin I.
Seamans, Eugene A.
Sears, Edward DeF.
Sedam, Richard L.
Seechuk, William W.
Seely, Hattie May

Seff, David Joseph
Segall, Jacob Roth
Segel, Harry
Seibert, Stanley
Seidel, Harry Louis
Seidman, Henry G.
Seidman, Sidney B.
Seigle, S. S.
Seldeen, Martin
Seldin, Isadore
Sellers, Harry H.
Seltzer, Leonard A.
Semer, Gerald M.
Sencindiver, J. H.
Senger, Joseph A.
Sennhenn, William
Serpick, Jacob
Settleman, Jerome
Settler, Alan Lee
Settler, Myer Martin
Seward, Mary E.
Seward, William W.
Sexton, Moses
Shackelford, H. S.
Shaffer, Frederick R.
Shaffer, E. Herbert
Shaffer, Harry P.
Shaffer, Lawrence F.
Shalowitz, Marion
Shank, Earl E.
Shannon, Donald A.
Shapiro, Albert A.
Shapiro, Henry
Shapiro, Jerome B.
Shapiro, Lionel M.
Shapiro, Max
Shaughnessy, Sister Zoe
Shea, Harold J.
Shea, John W.
Shear, Joseph
Shear, Morton I.
Shearer, Nancy Lee
Sheer, Lawrence
Sheetz, Randall L.
Sheftelman, David
Shein, Sidney
Shellenberger, J. H.
Sheller, Samuel J.
Shemer, Stuart
Shenker, Allan B.
Shenker, Arthur
Shenker, Morris
Shenker, Sherman H.
Shepherd, Edward C.
Shepherd, Fred. P.
Sherer, Gerald
Sherman, L. F.

Sherman, Louis L.
Sheroff, Seymour
Sherr, Harold G.
Sherry, David
Shershow, Harry
Sherwood, Margaret Frances
Shestack, Robert
Shields, Arthur P.
Shimanek, L. J.
Shimkus, Michael A.
Shipley, Albert R.
Shipley, H. Clinton
Shirey, Ronald L.
Shoben, Gerald
Shoben, Jacob
Shochet, Irving Edw.
Shochet, Melvin
Shocket, Sidney
Shoemaker, Ross F.
Shoemaker, W. C.
Shoemaker, W. G., II
Shook, Joseph Wm.
Shore, W. S.
Showacre, Harry A.
Showalter, Claude M.
Showman, A. R.
Shpritz, Stuart
Shulman, Joel
Shulman, Emanuel V.
Shulman, Shirley S.
Shumway, M. A., Jr.
Shupe, B. F.
Shupe, J. B.
Shure, Arthur A.
Shure, Bernard G.
Shure, Irwin
Shuster, Leon Paul
Siegel, Alvin Morton
Siegel, Arnold
Siegel, Harold H.
Siegel, Harold W.
Siegel, Lawrence R.
Siegel, Paul
Sienkielewski, R. B.
Sifen, Paul
Silberg, Edgar Mano
Silberg, Harvey G.
Silberman, Irving
Silberman, Joseph J.
Silbert, Andrew W.
Silnutzer, Meyer
Silver, Benjamin J.
Silverman, Albert M.
Silverman, Irvin I.
Silverman, Sidney
Silverman, Sylvan L.
Silverman, Sylvan B.

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*Deceased

Silverstein, Bernard
Silverstein, Fred
Silverstein, Morton I.
Simmons, Harry P.
Simmons, Leslie D.
Simms, Thomas
Simon, Alder Irvin
Simon, Alvin
Simon, Melvin
Simonoff, Robert
Simonson, John W.
Simpson, Francis P.
Simpson, John F.
Sinclair, Theodore B.
Sindler, Melvyn M.
Singer, George D.
Singer, Harold B.
Singer, Isidore E.
Singer, John V.
Singewald, A. G.
Singman, Henry D.
Sinker, Robert S.
Siracusa, Frederick
Sirkis, Marvin P.
Sirota, Leo Robert
Sisco, Samuel
Sisk, Joseph F.
Sites, William A.
Skaft, William
Skiba, Michael J.
Skibinski, Emil J.
Sklar, Isidore Allen
Skolaut, Milton W.
Skrickus, Joseph A.
Skruch, Walter John
Skup, David A.
Slama, Frank J.
Slay, J. B.
Sloan, Harold T.
Slough, Herbert E.
Slusky, Louis B.
Small, Bessie B.
Small, Howard A.
Small, Isidore Irvin
Smith, Arthur Wesley
Smith, Bernard T.
Smith, Claude N.
Smith, Daniel Earl
Smith, Edward
Smith, Edgar C.
Smith, George G.
Smith, George M.
Smith, Heber
Smith, Henry W.
Smith, Herbert C.
Smith Howard T.
Smith, John Joseph
Smith, Jos. I.
Smith, Julius A.
Smith, Lewis Ayer
Smith, Martin
Smith, Maurice R.
Smith, Morton
Smith, Murray P.
Smith, Paul K.
Smith, Pierre Frank
Smith, Robert Wells
Smith, Raymond H.
Smith, Rudolph R.
Smith, Rudolph, Jr.
Smith, Sanford D.
Smith, Theodore S.
Smith, Thomas S.
Smith, T. W.
Smith, Walter N.
Smith, W. Harry, Jr.
Smith, William E.
Smith, William H.
Smith, William W.
Smithers, Norman R.
Smithers, Thomas J.
Smoot, A. C.
Smulevitz, Irving
Smulovitz, David
Smulovitz, Sidney
Snavely, R. W.
Snell, Tom J.
Snellinger, J. E.
Snively, Fred H.
Snyder, Erwin C.
Snyder, Jerome
Snyder, Nathan
Snyder, Nathan M.
Snyder, Paul Jay
Snyder, Robert Ed.
Snyder, William T.
Sober, Norman
Soladar, Augusta L.
Sollod, Aaron Charles
Sollod, Herbert S.
Sollod, Joseph A.
Sollod, Melvin J.
Sollod, Sylvan J.
Solomon, Sam
Solomon, Simon
Solomon, S. Samuel
Solomon, Sylvan E.
Solsky, Robert M.
Somerlatt, Virginia G.
Somers, Grover S.
Sommer, Werner J.
Sonnenburg, Chas. E.
Sophocleus, G. J.
Sosnoski, Walter J.
Sowell, Sam
Sowbel, Irving
Sowbel, Philip
Soyles, James S.
Spahn, J. A., Jr.
Spain, Sister Lydia
Spangler, Kenneth G.
Spano, Arthur N.
Speaker, Tully J. J.
Spellman, Sister Mary Rita
Spence, Clarence G.
Sperandeo, Frank J.
Spicer, O. W.
Spigelmire, C. E.
Spike, Sidney
Spittel, Robert John
Spittle, Elmer
Sprague, Victor Hugo
Sprecht, Charles E.
Springer, Lewis Rex
Sprowls, Winfield S.
Sprucebank, Harry E.
Sprucebank, Roy A.
Stafford, Earle A.
Stahl, Charles W.
Stahl, Willam M.
Stahlhut, Carl W.
Staley, Clifton B.
Staller, Abraham
Stam, Lillian R.
Stambosky, Louis
Stancill, George W.
Standiford, Isaac W.
Stark, Alvin
Stark, John Walter
Starr, Harvey
Startt, William A.
Statter, Irvin Barry
Stattner, Milton
Staub, Brown Chas.
Stauff, John
Stauffer, Howard C.
Stauffer, L. E.
Stavely, Roy S., Sr.
Steel, Harold
Steele, Frank John
Steele, Wm. Richard
Stecher, Joseph L.
Steffe, John W.
Stehl, Justus
Stehl, Gustav L.
Stehl, J. V.
Stein, Milton R.
Stein, Norman A.
Steinberg, Bernard
Steinberg, Louis
Steinberg, Sherman
Steiner, Albert
Steinhardt, Abraham
Steinhilber, Richard
Steinwedel, Wm. A.
Stem, Albert W.
Stempel, Edward
Sterling, A. L.
Sterling, Elmer W.
Stern, Albert W.

Sterner, Paul E., Jr.
Stevens, S. E.
Stewart, John Wesley
Stewart, Ralph B.
Stewart, Samuel H.
Stewart, William H.
Sticha, Joseph
Stichel, William
Stichman, Solomon
Stidger, Hugh
Stierer, Raymond L.
Stiffman, George J.
Stiffman, Jerome A.
Stillwagon, Larmar J.
Stimek, Joseph A.
Stine, Harry
Stokes, Edward V.
Stokosa, Milton J.
Stolberg, Edward B.
Stoler, Myer
Stombler, C. R.
Stone, Harry
Stone, Joseph J.
Stone, S. W.
*Storch, Arthur Z.
Storm, Norman F.
Stotlemeyer, Chas. K.
Stotler, Robert P.
Stouffer, Harvey V.
Stout, Warren E.
Straight, Fred S.
Strasburger, Melville
Strasburger, Wm. R.
Stratmann, George M. C.
Strauch, John J.
Strauch, Joseph
Strauss, Austin
Strauss, Bernard H.
Strauss, Leo
Strauss, Leon
Streett, Edmund O.
Streett, Mechem E.
Strevig, John Alfred
Stribler, J. H.
Striner, Benjamin
Strite, W. E.
Sturgiss, A. G.
Stutt, J. Harry
Sudler, Arthur E.
Sudler, Charles C.
Sudler, Foster
Sugar, Harold S.
Sugar, Victor J.
Sulewski, B. A.
Sullivan, Clarence B.
Sullivan, Daniel S.
Sullivan, Fred G.
Sullivan, Howard D.
Sullivan, William F.

*Deceased

Sullivan, William J.
Sumrall, James Coy
Sunshine, Abraham J.
Surell, Howard S.
Surratt J. Harry
Survil, Anthony A.
Susel, Benjamin E.
Sussman, Bernard
Sussman, Hyman J.
Sussman, Sidney
Suter, Thomas J.
Suto, Frank Jacob
Svarovskv, John W.
Swain, Clyde C.
Swain, Robert Lee
Swain, Wilson B.
Swartz, Charles J.
Swartz, Harold A.
Swartz, Irving E.
Swiss, F. L.
Symons, Julius
Syracuse, Samuel F.

T

Tabler, C. W.
Taetle, Herman I.
Tagg, Norman H.
Taliaferro, W. B.
Taich, Louis
Tam, Clement W. S.
Tamburo, Samuel J.
Taransky, Allen A.
Tarantino, John Thos.
Tate, Joseph McCall
Tattar, Leon Lee
Taub, Stanley S.
Taylor, Gary Louis
Taylor, Joseph S.
Taylor, R. W. W.
Tee, Harry C., Jr.
Teets, Donald E.
Tenberg, David Paul
Teramani, J. A.
Terrell, Alexander A.
Tesman, Jacob
Thal, Johann M.
Thayer, Franklin E.
Thayer, H. T.
Theodore, R. M.
Thieme, G. C.
Thiess, Robert E.
Thomas, Frank J., Jr.
Thomas, George R.
Thomas, George S.
Thomas, Oscar B.
Thome, Charles C.
Thrall, Ralph B.
Thompson, J. West
Thompson, Joseph E.
Thompson, Paul H.
Thompson, Robert E.
Thompson, Wm. P.
Thornton, Henry L.
Thornton, William H.
Thorp, Clare Faye
Thron, Edward, Jr.
Tillery, John Wm.
Timmons, W. D., Jr.
Tingle, M. W.
Tipton, Frank B.
Title, Irwin
Titlow, H. B.
Titus, Sister Mary I.
Tober, Theodore W.
Tobias, I. Herbert
Todd, Harvey E.
Todd, Robert Cecil
Todd John C.
Toelle, Milton F.
Tolson, Bert D.
Tompakov, Sylvan
Tomsko, Robert F.
Toole, Frank Leo
Topchik, Howard
Toulson, John M.
Tourkin, David
Traband, M. T., Jr.
Trachtenberg, Doris
Tracey, Arthur G.
Trageser, Jacqueline
Tralins, Julius Jos.
Tramer, Arnold
Trehern, J. Curtis
Tremaine, Stanley A.
Tremaine, Warren L.
Toronto, Nicholas A.
Treichel, Thomas K.
Tritle, Richard R.
Tronwood, Thos. G.
Troxel, J. G.
Troxell, Will F.
Truax, J. L.
Truitt, D. J. O.
Truitt J. Gordon
Truitt, James H.
Truitt, James W., Jr.
Truitt, Charles R.
Trull, Alfred C.
Truxton, Charles O.
Trygstad, Vernon O.
Tucker, Alexander
Tucker, William C.
Tucker, William W.
Tumas, John
Tumbleson, Arthur L.
Tumbleson, A. M.
Tumbleson, Chas. C.
Turlington, R. A.
Turner, A. F., Jr.

Turner, Zachariah III
Turpin, E. S.
Turpin, H. J.
Twigg, Theodore K.
Tyerell, M. R.
Tyler, John Paul

U

Uhler, Gerard M.
Ulan, Martin S.
Ulman, Ferdinand
Ullman, Donald A.
Undang, Arnold
Urlock, John P., Jr.
Urspruch, William G.

V

Valentine, A. W.
Van Allan, Peter
Van Duzer, Roberta
Vansant, Bayard
Van Slyke, Amos R.
Veasey, John
Vehrencamp, E. L.
Velinsky, Sylvia Lois
Venick, Marvin L
Verchik, John Wm.
Vezina, Armand B.
Vicino, Dominic J.
Vidal, Manuel J.
Vilkas, Leo J.
Vinson, R. B.
*Vinson, Robert Wm.
Visel, C. G.
Vodenos, Philip N.
Volkman, Maurice M.
Volpe, William J.
Vogel, George
*Vogel, George Wm.
Vogel, Walter Wm.
Voigt, Herman A.
Vojik, Edward C.
Von Doelle, J. H., Jr.,
Vondracek, John W.
*Voshell, Harvey W.
Voshell, William F.
Voshell, William Jr.

W

Wachsman, Irvin L.
Waddell, Samuel J.
Wagenheim, Zelick
Wagman, Barlow J.
Wagman, Mishel H.
Wagner, Betty G.
Wagner, Fred. H. J.
Wagner, George W.
Wagner, Karl G.
Wagner, Charles H.
Wagner, Manuel B.
Wagner, Phyllis H.
Wagner, Raphael H.
Wailes, Henry S.
Wainger, Edward
Walb, Winfield A.
Walb, Winfield S.
Walch, Edward E.
Wald, Sheldon G.
Waldsachs, Joseph J.
*Waldschmidt, Henry
Waldman, Alvin M.
Waldman Jacob
Walker, Alfred
Walker, C. H.
Walker, Carl Samuel
Walker, Paul A.
Walker, R. H.
Wallace, Joseph T.
Waller, Irvin Robert
Waller, William J.
Wallis, Henry Hill
Wallis, Walter
Walman, Morris
Walsh, Richard J.
Waltemeyer, J. T.
Walter, James B., Jr.
Walter Norman W.
Walton, Tracy McC.
Walts, David Y.
Waltz, Bradley H.
Waltz, George H.
Walz, Jacob L.
Walzer, Adolph
Waltzinger, A. F., Jr.
Wannenwetsch, J. F.
Waples, Wm. Ewing
Ward, Francis X.
Ward, Michael J.
Ward, Stark
Wareham, E. A.
Warfield, S. Roland
Warfield, Harry N.
Wargell, Walter F.
Warnefeld, Wm. H.
Warner, J. Lewis
Warner, William
Warren, Daniel A.
Warren, Jerome B.
Warren, J. Noble
Warrenfeltz, J. Fred.
Warshaw, Samuel E.
Wassell, Theodore J.
Wasserman, L. W.
Wasserman, Louis W.
Watchman, Henry H.
Waterman, H. E.
Waterman, R. H.
Waters, Charles C.
Waters, Joseph Thos.
Waters, James K.
Watkins, J. W.
Watkowski, Milton R.
Watts, C. C.
Watts, Howard C.
Watts, H. R.
Watts, John Wesley
Waxman, Milton M.
Way, J. Louis
Weaver, Frank H.
Weaver, Warren E.
Webb, James S.
Weber, Edward
Webster, Samuel E.
Webster, Thomas C.
Weeks, John A.
Wegad, Evelyn
Wehler, Randolph
Wehner, Daniel G.
Weinbach, Eugene C.
Weinberg, Harry
Weinberg, M. A.
Weinberg, Myron S.
Weinberg, Sydney G.
Weinberger, Sally D.
Weiner, Alex
Weiner, Bernard
Weiner, David
Weiner, Martin
Weiner, Morton H.
Weiner, Solomon
Weiner, William
Weingarten, J. H.
Weinshenker, A.
Weinstein, Daniel D.
Weinstein, Jack J.
Weisberg, Ruth R.
Weiss, Bernard
Welch, Louis J. F.
Welland, Arthur I.
Wells, C. Milton
Wells, Henry C.
Wells, John S.
Welsh, Charles R.
Weltner, William
Wendel, H. George
Wenschhof, Donald E.
Werley, LeRoy D., Jr.
Wertheimer, Samuel
Wesley, Maris P.
Wesolowski, Frank J.
West, Charles C.
West, Fred Ralph
West, Henry A.
West, Erasmus
Wetchler, Solomon
Whaley, Wilson M. Jr.

*Deceased

Wharton, John C.
Wharton, Thomas P.
Wharton, Zodak P.
Whayland, Sewell H.
Wheeler, John B., III
White, Bernard N.
White, G. W.
White, E. Riall, Jr.
White, Luther
White, Marilyn J. W.
White, Pinkney M.
White, Thomas F.
White, Thomas N.
White, Geo. Spencer
Whitefield, James M.
Whiteley, Roland S.
Whiteley, William S.
Whitesell, Elwood E.
Whitesell, Reese E.
Whiteside, Wm. B.
Whitiker, C. Irwin
Whitley, L. B.
Whittaker, E. W.
Whittemore, Edwin
Whittle, G. W.
Whittle, Harry L.
Whittle, Thomas S.
Whittle, William A.
Whittlesey, Wm. H.
Wich, Carlton E.
Wich, Henry E.
Wich, J. Carlton
Wickes, H. O.
Wickham, John J.
Wiederkehr, Martin
Wiener, Maurice
*Wienner, Jacob M.
Wienner, Herbert
Wight, F. L., Jr.
Wilder, Earle M.
Wildsmith, Thos. H.
Wiley, Robert Allen
Willer, Rose P.
Willer, William
Wilhelm, Clarence W
Wilkens, J. H.
Wilkerson, Albert R.
Willard, Jester J.
Wille, Harry R.
Williams, Alfred S.
Williams Arza G.
Williams, Clyde G.
Williams, Edward B.
Williams, William O.
Williamson, C .S.
Williamson, E. L.
Williamson, J. A.
Williamson, Richard J.
Willis, Henry N.
Willke, Herbert H.
Wilson, Franklin D.
Wilson, H. J.
Wilson, John Jacob
Wilson, Joseph A.
*Wilson, Richard H.
Wilson, Sister M. Joan of Arc
Wilson, W. M., Jr.
Wilson, W. W.
Wilson, Walter W.
Wilson, Wilfrid A. N.
Winakur, Arthur
Windsor, Lester D.
Winger, David Z.
Winger, Effie V.
Winkler, William H.
Winn, Solomon
Winslow, Edwards F.
Winstead, Oliver P.
Winter, Samuel
Winternitz, R. F.
Wirth, Ferdinand F. Jr.
Wishner, Arnold B.
Withers, James B.
Witzel, John F.
Witzke, Carl H.
Witzke, Louis Henry
Wlodkowski, E. M. J.
Wode, Alvin E. W.
Woehner, Walter A.
Wolf, Charles A.
Wolf, D. Earl
Wolf, G. Ernest
Wolf, Nathan
Wolf, Robert F.
Wolfe, Eddie
Wolfe, G. H.
Wolfe, J. Albert
Wolfe, James J.
Wolfe, Morris
Wolfe, W. H.
Wolff, E. E.
Wolfovitz, Martin I.
Wolfovitz, Sam
Wollman, Joseph I.
Wolpert, Arthur
Wolsiewick, R. F.
Wood, Marguerite L.
Woltman, Enos Fred
Wong, Margaret
Wong, Ronald J.
Wood, Medford C.
Woodland, John C.
Woodman, Harrison Payne
Woods, F. D.
Woodward J. S.
Woodward, J. S., Jr.
*Woolford, B. W.
Woolford, Elmer B.
Wooten, R. O.
Worden, Lloyd G.
Worrall, Fred. W.
Worthington, Eugene
Wright, Fred N.
Wright, Henry D.
Wright, John H.
Wright, Joseph
Wright, Joseph E.
Wright, L. R.
Wright, Myron J.
Wright, Thomas G.
Wright, L. B., III
Wright, Lawrence M.
Wroth, Emory S.
Wyatt Blanche B.
Wylie. H. Boyd, Jr.

Y

Yager, Frank
Yaffe, Morris Robert
Yaffe, Samuel S.
Yaffe, Stanley J.
Yankeloff, Louis G.
Yarmack, Morris H.
Yarmosky, Jack J.
Yaros, Rudolph R.
Yee, Furn Suey
Yevzeroff, Benjamin
Yevzeroff, J. E.
Yohn, Charles R.
Yost, Frederick
Youch, Charles A.
Young, Charles L.
Young, Donald Roy
Young, George I, Jr.
Young, Paul Roscoe
Young, Ralph Victor
Yousem, Jonas J.
Yuscavage, Wm. J.

Z

Zajac, Walter C.
Zaleski, Raymond A.
Zalevsky, Sidney M.
Zalucky, Theodore B.
Zamecki, Robert J.
Zappulla, Santo A.
Zarych, Joseph F.
Zeller, Chas. B. Boyle
Zenitz, Barnard L.
Zentz, Milton
Zetlin, Henry
Zerofsky, Frank

*Deceased

Zerofsky, Harold
Zervitz, Max M.
Zerwitz, Irving F.
Zerwitz, Sidney
Ziegler, Charles L.
Ziegler, John H.
Zilber, S. Nathan
Zimmer, David J.
Zimmerman, E. R.
Zimmerman, E. F.
Zimmerman, L. M.
Zimmerman, M. I.
Zimmerman, T. E.
Zimnoch, Francis X.
Zinberg, Milton M.
Zink, William P.
Zolenas, A. J., Jr.
Zuchowski, Victor L.
Zukerberg, Morris
Zulty, Joan H.
Zvares Simon

REGISTERED ASSISTANT PHARMACISTS IN MARYLAND

The following list of Assistant Registered Pharmacists is furnished by and with the authority of the Maryland Board of Pharmacy, and every care has been taken to make the list accurate in every detail. However, should any errors be noted, please notify the Secretary of the Maryland Board of Pharmacy, 2411 North Charles Street, Baltimore, Maryland.

A

Adalman, Philip
Adams, E. Raymond
Albert, Arleigh H.
Amberg, Richard O.
Anderson, W. A.

B

Baker, Harry B.
Baker, James I.
Balmert, Frank C.
Barr, William W.
Barrett, Francis O.
Barrow, Edward W.
Bell, Elizabeth A.
Bercowitz, B. J.
Bere, J. G.
Bernstein, Joseph
Biggs, Eldridge F.
Blatt, Henry
Blizzard, Ella M.
Boone, Wiley James
Bowmeyer, Alvin S.
Brandenburg, L. R.
Briele, August Kern
Brille, F. R.
Brooks, Homer C.
Brown, Emma H.
Brown, William
Bryan, Arthur H.
Buffington, Mrs. M.E.
Burton, Perry P.
Buschman, Geo. W.

C

Caldwell, Gerald E.
Caplan, Abraham
Carter, Clarence L.
Chaires, Clifton M.
Cherry, John M.
Christ, Edwin L.
Christopher, H. B.
Cizek, George
Clarke, Hugh V.
Cohen, Morris G.
Collenberg, Girdwood
Colona, Clarence J.
Colston, Benjamin A.
Copes, James
Corbett, E. S.
Cotter, Edward F.
Councell, E. W.
Crammer, D. Preston
Cronin, T. Arthur
Crowther, Aloha H.
Cutchin, William M.

D

Davis, Edward Mann
Davis, Robert G.
Dayhoff, Edward B.
Deal, Justin
Deiter, Louis V.
Dentelhauser, L. T.
Derry, John W.
Dickinson, Frank M.
Diggs, Paul A.
Dougherty, Carl E.
Dryden, William H.

E

Easton, Maurice C.
Edwards, Gustav A.
Eichner, George W.
*Ehrlich, Meyer
Eselhorst, Albert R.

F

Fearson, E. T.
Fehler, Charles E.
Fehler, John F.
Feitelberg, Samuel L.
Fields, William A.
Fiske, Christian
Flack, Herbert L.
Flounders, Mark E.
Flynn, Paul Francis
Forein, Belle
Forsythe, William F.
Fox, Lester
Fox, William R.
Frazier, Henderson S.
Full, R. F.
Funk, John W.

G

Gilmer, Franklin S.
Glantz, Hiram A.
Glick, S. Shipley
Goldman, Samuel M.
Green, William F.
Grote, Francis C. E.

H

Hague, Aldred E.
Habliston, Charles C.
Harley, John V.
Hassen, John E.
Heise, John E.
Heise, Fred H.
Herman, Mrs. H. G.
Hersey, Walter H.
Hicks, F. I.
Hinton, George H.
Hipsley, Oscar
Holewinski, John A.
Holloway, M. A.
Hood, Thomas E.
Hope, John W.
Hopkins, Annie M.
Horn, Amanda I.
Hughes, Harry C.
Hughes, Ephraim G.
Humphreys, Wm. G.
Humphreys, W. B.
Hunter, Livingston O.
Hurd, A. E. S.

I

Ichniowski, Casimer T.
Ireland, Philip B.

J

Jester, Henry F.
Jones, Albert B.
Jones, Howard Wm.
Jones Paul C.

K

Kahn, Edmund
Kammerer, Wm. H.
Keenan, Robert
Keenan, Walter S.
Keller, J. E.
Kinner, Harold C.
Kirby, Robert M.
Klepper, Charles F.
Klink, John C.

---

*Deceased

Kolb, Edwin
Kolb, Walter R.
Kremer, Isaac
Kress, Milton B.

L

Lambden, Francis A.
Lankford, Henry M.
Lautenbach, F., Jr.
Lautenbach, Geo. W.
Leary, Anna W.
Leberman, S. K. L.
Lee, Russell E.
Leiva, Carlos E.
Lemke, William F.
Lennan, Samuel C.
Levin, Milton
Lewisson, Harry
Lilly, W. I.
Lingo, Robert W.
Litsinger, Vernon L.
Lloyd, George A.
Lytle, E. C.

M

McClenny, Dick C.
McCormick, Arthur F.
McDonald, Joseph F.
McKay, Wm. Kenny
McKenna, W. C.
Mace, W. S.
Machin, Frank H.
Main, Clarence Z.
Marek, Charles D.
Marley, John V.
Martz, Wm. E.
Matthew, W. S.
Mayer, Fred
Mayers, Harry J.
Meck, Charles H.
Meredith, Charles L.
Meyers, George
Michael, V. B.
Michael, M. Harlan
Mikules, Cordelia L.
Millet, Joseph
Minchewer, W. H.
Moore, Sarah S.
Morgan, Walter L.
Mullikin, John F.
Mund, Maxwell H.
Murphey, Joseph A.

N

Newman, George L.
Newmeyer, Alvin S.
Norton, John C.
Nusbaum, Clement I.

O

Otto, Harry C.

P

Parker, George H.
Parr, Newton I.
Payntel, Clara S. M.
Petts, George E., Jr.
Pharr, D. C.
Phillips, Benton S.
Phillips, Edwin J.
Pilson, Florence S.
Porterfield, Milton P.
Powers, John W.
Powers, James W.
Pressler, W. H.
Price, Roscoe D.
Proctor, S. Howard

Q

Quinn, Egbert L.
Quinn, J. Louis

R

Raiva, Philip
Ramsay, Thomas L.
Rauck, Arthur E.
Rauth, John Wm.
Raynor, Clark S.
Reckitt, Charles E.
Renanhan, John L.
Richardson, L. A.
Riff, Charles
Ritch, Thomas W.
Robinson, H. M., Jr.
Robinson, James
Rowe, Grace E.
Rubin, Mortimer M.
Rudo, Nathan
Ruhl, Emma
Russel, W. M.

S

Sacks, Milton S.
Sanders, Albert J.
Sauer, Mary Louisa
Saunders, Thomas S.
Schnabel, William T.
Schochet, George
Schulte, August W.
Schwartz, Daniel J.
Scott, Virginia P.
Sears, Florence
Sencendiver, Jacob P.
Sharrett, George O.
Sheman, George P.
Shipley, Samuel H.
Shivers, M. L.
Siscovick, Milton
Skilman, L. G.
Smith, J. Moseley
Smith, Leroy A.
Sprague, Lewis H.
Stacey, T. E., Jr.
Staling, J. C.
Stanward, M. Benton
Stevenson, W. H.
Stimmer, Richard E.
Stiner, Wilbur C.
Stouffer, Clyde R.
Stouffer, Rankin
Strause, Geo. Alvin
Suter, Louis A.

T

Talbott, D. Russell
Taylor, James Alfred
Thomas, George W.
Thome, E. Reynolds
Thompson, Jerome J.
Thompson, Oma M.
Thomson, J. A.
Todd, Arch McA.
Totz, Hammond
Toulson, Hattie I.
Toy, Arthur T.
Trail, Edith I.
Trainor, William J.
Trattner, James N.
Troxel, Effie M.

V

Von Helms, Ernest
Vosatka, John

W

Walch, William F.
Walter, J. W.
Waltham, Alan P.
Walton, H. Webster
Ward, Harry E.
Watts, S. Tarlton
Weaver, Harry C., Jr.
Weaver, Lincoln R.
*Weisman, Samuel
Weller, Argie G.
Weller, Charles G.
Weller, Harry
Wenderoth, Edwin P.
White, Earle C.
White, Robert C.
Wiggers, Clarence H.
Wiernik, Clarence
Williams, Amos C.
Williams, C. D.
Wilson Joseph O.
Wolf, Alan G.
Woodward, C. P.
Wrenick, Clarence
Wright, Edna Kirk
Wright, Loretto
Wright, Walter T.

Y

Young, H. W.

Z

Zacharias, Edwin

*Deceased

OFFICERS OF THE ASSOCIATION SINCE ITS ORGANIZATION

Presidents

1883—J. J. Thomsen
1884—D. C. Aughinbaugh
1885—E. Eareckson, M. D.
1886—A. J. Corning
1887—William Simon, M. D.
1888—J. Walter Hodges
1889—M. L. Byers
1890—E. M. Foreman
1891—Columbus V. Emich
1892—John Briscoe, M. D.
1894—John F. Hancock
1895—Henry J. Hynson
1896—H. B. Gilpin
1897—W. C. Powell
1898—Robert S. McKinney
1899—A. R. L. Dohme
1900—Wm. E. Turner
1901—Louis Schulze
1902—J. Webb Foster
1903—W. E. Brown
1904—H. Lionel Meredith
1905—M. A. Toulson
1906—J. E. Hengst
1907—Owen C. Smith
1908—W. M. Fouch
1909—John B. Thomas
1910—Charles Morgan
1911—James E. Hancock
1912—D. P. Schindel
1913—J. Fuller Frames
1914—J. F. Leary
1915—Geo. A. Bunting
1916—Thomas M. Williamson
1917—Eugene W. Hodson
1918—W. H. Clarke
1919—D. R. Millard
1920—G. E. Pearce
1921—R. E. L. Williamson
1922—A. L. Lyon
1923—C. L. Meyer
1924—W. K. Edwards
1925—S. Y. Harris
1926—H. A. B. Dunning
1927—Harry R. Rudy
1928—Howell W. Allen
1929—Geo. W. Colborn, Jr.
1930—L. S. Williams
1931—Wm. B. Spire
1932—L. M. Kantner
1933—L. V. Johnson
1934—Andrew F. Ludwig
1935—Harry W. Matheney
1936—Melville Strasburger
1937—Robert L. Swain
1938—A. A. M. Dewing
1939—A. N. Hewing
1940—Lloyd N. Richardson
1941—T. Ellsworth Ragland
1942—Elmer W. Sterling
1943—Frank L. Black
1944—Ralph C. Dudrow
1945—Harry S. Harrison
1946—Albin A. Hayman
1947—Charles S. Austin, Jr.
1948—Milton J. Fitzsimmons
1949—Nelson G. Diener
1950—Howard L. Gordy
1951—William E. Waples
1952—Manuel B. Wagner
1953—Otto W. Muelhause
1954—Lester R. Martin
1955—Hyman Davidov
1956—Frank J. Macek
1957—George M. Schmidt
1958—Frank L. Block

First Vice-Presidents

1883—C. W. Crawford
1884—Steiner Schley
1885—Levin D. Collier
1886—Joseph B. Boyle
1887—C. W. Crawford
1888—C. H. Redden
1889—D. M. R. Culbreth
1890—Chas. Caspari, Jr.
1891—John Briscoe, M. D.
1892—T. W. Smith
1894—Henry P. Hynson
1895—J. W. Cook
1896—Robert S. McKinney
1897—W. S. Merrick
1898—August Schrader
1899—C. C. Waltz
1900—L. R. Mobley
1901—J. Webb Foster
1902—M. A. Toulson
1903—Owen C. Smith
1904—Mercer Brown
1905—Henry Howard
1906—A. L. Pearre
1907—J. H. Farrow
1908—J. G. Beck
1909—W. C. Aughinbaugh
1910-11—D. P. Schindel
1912—J. Fuller Frames
1913—J. D. Stotlemeyer
1914—G. A. Bunting
1915—Thomas M. Williamson
1916—Eugene W. Hodson
1917—W. H. Clarke
1918—D. R. Millard
1919—G. E. Pearce
1920—R. E. L. Williamson

First Vice-Presidents
(Continued)

1921—E. Riall White
1922—C. L. Meyer
1923—W. K. Edwards
1924-25—H. A. B. Dunning
1926—H. R. Rudy
1927—Howell W. Allen
1928—George W. Colborn, Jr.
1929—L. S. Williams
1930—W. B. Spire
1931—L. M. Kantner
1932—L. V. Johnson
1933—Andrew F. Ludwig
1934—Harry W. Matheney
1935—Melville Strasburger
1936-1937—A. A. M. Dewing
1938—A. N. Hewing
1939—Lloyd N. Richardson
1940—T. E. Ragland
1941—Elmer W. Sterling
1942—Frank L. Black
1943—Ralph C. Dudrow
1944—Harry S. Harrison
1945—Albin A. Hayman
1946—Charles S. Austin, Jr.
1947—M. J. Fitzsimmons
1948—Nelson G. Diener
1949—Howard L. Gordy
1950—William E. Waples
1951—Manuel B. Wagner
1952—Otto W. Muehlhause
1953—Lester R. Martin
1954—Hyman Davidov
1955—Frank J. Macek
1956—George M. Schmidt
1957—Frank Block
1958—Gordon A. Mouat

Second Vice-Presidents

1883—Thomas W. Shryer
1884—A. J. Corning
1885—Henry R. Steiner
1886—John T. Wooters
1887—J. Walter Hodges
1888—J. F. Leary
1889—Joseph B. Garret
1890—D. C. Aughinbaugh
1891—F. A. Harrison
1892—J. Fuller Frames
1894—C. B. Henkel, M. D.
1895—George E. Pearce
1896—Steiner Schley
1897—Louis Schulze
1898—Eugene Worthington
1899—John M. Weisel
1900—J. F. Leary
1901—E. T. Reynolds
1902—W. J. Elderdice
1903—Alfred Lapouraille
1904—H. L. Troxel
1905—J. J. Barnett
1906—Alfred Lapouraille
1907—W. C. Carson, M. D.
1908—Franz Naylor
1909—W. G. Lowry, Jr.
1910—R. E. L. Williamson
1911—J. D. Stotlemeyer
1912—Henry Howard
1913—Geo. A. Bunting
1914—Henry Howard
1915—Eugene W. Hodson
1916—C. K. Stotlemeyer
1917—D. R. Millard
1918—G. E. Pearce
1919—R. E. L. Williamson
1920-21—J. W. Westcott
1922—W. K. Edwards
1923—H. A. B. Dunning
1924—S. Y. Harris
1925—L. L. Kimes
1926—Howell W. Allen
1927—Geo. W. Colborn, Jr.
1928—L. S. Williams
1929—Wm. B. Spire
1930—L. M. Kantner
1931—L. V. Johnson
1932—A. F. Ludwig
1933—Harry W. Matheney
1934—Melville Strasburger
1935—A. A. M. Dewing
1936-37—A. N. Hewing
1938—Lloyd N. Richardson
1939—T. E. Ragland
1940—E. W. Sterling
1941—Frank L. Black
1942—Ralph C. Dudrow
1943—Harry S. Harrison
1944—Albin A. Hayman
1945—Charles S. Austin, Jr.
1946—M. J. Fitzsimmons
1947—Nelson G. Diener
1948—Howard L. Gordy
1949—William E. Waples
1950—Manuel B. Wagner
1951—Arthur C. Harbaugh
1952—Lester R. Martin
1953—Hyman Davidov
1954—Frank J. Macek
1955—George J. Schmidt
1956—Frank Block
1957—Gordon A. Mouat
1958—Harold M. Goldfeder

Third Vice-Presidents

1883—Hugh Duffy
1884—Levin D. Collier
1885—T. W. Smith
1886—J. Walter Hodges
1887—Henry A. Elliott
1888—John Briscoe, M. D.
1889—E. M. Foreman
1890—J. F. Hancock
1891—J. E. Henry
1892—C. B. Henkel, M. D.
1894—George E. Pearce
1895—J. W. Smith
1896—Thomas H. Jenkins
1897—A. Eugene DeReeves
1898—C. C. Ward, M. D.
1899—C. H. Michael
1900—W. E. Brown
1901—O. G. Schuman
1902—W. R. Jester
1903—Henry Howard
1904—Wm. D. Campbell
1905—W. S. Carson, M. D.
1906—A. J. Keating
1907—J. D. Stotlemeyer
1908—H. R. Rudy
1909—E. Riall White
1910—J. P. Keating
1911—W. M. Carson, M. D.
1912—John G. McIndoe
1913—W. H. Clarke
1914—E. W. Hodson
1915—C. K. Stotlemeyer
1916—John I. Kelly
1917—G. E. Pearce
1918—R. E. L. Williamson
1919—J. W. Dorman
1920-21—W. K. Edwards
1922—H. A. B. Dunning
1923—J. H. Farlow
1924—A. C. Lewis
1925—A. N. Hewing
1926—G. W. Colborn, Jr.
1927—L. S. Williams
1928—Wm. B. Spire
1929—L. M. Kantner
1930—L. V. Johnson
1931—A. F. Ludwig
1932—Chas. D. Routzahn
1933—Melville Strasburger
1934—A. A. M. Dewing
1935—A. N. Hewing
1936-1937—Lloyd N. Richardson
1938—T. E. Ragland
1939—Elmer W. Sterling
1940—Frank L. Black
1941—Ralph C. Dudrow
1942—Harry S. Harrison
1943—Frederick B. Eason
1944—Charles S. Austin, Jr.
1945—Milton J. Fitzsimmons
1946—Nelson G. Diener
1947—Howard L. Gordy
1948—William E. Waples
1949—Manuel B. Wagner
1950—Arthur C. Harbaugh
1951—Otto W. Muehlhause
1952—Hyman Davidov
1953—Frank J. Macek
1954—George M. Schmidt
1955—Frank Block
1956—Gordon A. Mouat
1957—Harold M. Goldfeder
1958—Norman J. Levin

Secretaries

1883—John W. Geiger
1884-88—M. L. Byers
1889-94—John W. Geiger
1895—J. F. Hancock
1896—Henry Maisch
1897-99—Charles H. Ware
1900—Louis Schulze
1901—02—Owen C. Smith
1903—Louis Schulze
1904—Owen C. Smith
1905—Louis Schulze
1906—Owen C. Smith
1907-1942—E. F. Kelly
1942-52—Melville Strasburger
1953-58—Joseph Cohen

Treasurers

1883-85—E. Walton Russel
1886-94—Samuel Mansfield
1895—Henry B. Gilpin
1896-98—D. M. R. Culbreth
1899-1900—W. M. Fouch
1901—J. R. Beck
1902-05—H. R. Rudy
1906—G. C. Wisotzki
1907-13—J. W. Westcott
1914-23—S. Y. Harris
1924-29—G. P. Hetz
1930-1936—Harry S. Harrison
1937-1953—J. F. Wannenwetsch
1954-55—Gordon A. Mouat
1956-58—John F. Wannenwetsch

Editors

1925-1939—Robert L. Swain
1939-1952—Melville Strasburger
1953-58—Joseph Cohen

MARYLAND PHARMACEUTICAL ASSOCIATION

ROLL OF MEMBERS

Active Members—As Of October 1, 1958

(The following addresses are in Baltimore with Zone No. following street, unless otherwise designated.)

Aaronson, Alfred L.	3729 S. Hanover St., 25
Abramowitz, Robert	2401 E. Federal St., 13
Agnew, Max	139 E. Main St., Frostburg
Albrecht, Walter E.	310 Maple Rd., Linthicum Heights
Albrecht, William F.	7423 Baltimore Ave., College Park
Allen, C. Murray	238 Virginia Ave., Cumberland
Alpern, Elwin H.	1504 15th St., Odenton
Ansell, Max S.	24 E. Madison St., 2
Apitz, Fred W.	6227 Charles Street Ave., 12
Applestein, Frank	1045 N. Fulton Ave., 17
Asbill, John L.	401 Washington Ave., Towson 4
*Austin, Charles S., Jr.	6729 York Road, 12

Bailey, Halcolm S.	8th St. & Philadelphia Ave., Ocean City
Balassone, Francis S.	4323 Glenmore Ave., 6
Barshack, Jack	1431 Fuselage Ave., Middle River, 20
Batie, A. Lester	126 Washington Ave., Laurel
Bauer, John C.	Box 151, Royal Oak
Baxter, Robert E.	Mountain Rd., Pasadena
Belford, Joseph	1601 Edmondson Ave., 23
Berlin, Alvin	Routes 97 & 108, Olney
Berman, Abraham S.	4512 Erdman Ave., 13
Berman, Frederic T.	3407 Hamilton Ave., 14
Bishop, Davis N.	6305 Alameda, 12
Block, Frank	1524 Cypress St., 26
Block, Samuel G.	2901 E. Baltimore St., 24
Blum, Abraham	305 N. Eutaw St., 1
Blumson, Samuel S.	800 E. Baltimore St., 2
Braden, Wayne A.	920 Ellsworth Drive, Silver Spring
Brenner, Joseph	9400 Georgia Ave., Silver Spring
Brice, C. Carroll, Jr.	110 West St., Annapolis
Brunnett, William Lee	6222 Baltimore Ave., Riverdale
Bunting, George A.	4412 Charles Street Ave., 18

Caplan, Bernard S.	7902 Dundalk Ave., 22
Caplan, Carl C.	142 Eastern Ave., Essex, 21
Carmel, Joseph	4352 Park Heights Ave., 15
Cavacos, Andrew T.	1001 W. 36th St., 11
Cermak, Jerome J.	3500 Pelham Ave., 13
Chandler, N. W.	7037 Defense Highway, Landover Hills
Chatkin, Robert H.	401 Summit Ave., Hagerstown
Cherry, Bernard	4627 Harford Rd., 14
Cheslow, Nathan I.	110 Patapsco Ave., 25
Chodnicki, Marion B.	35 N. Milton Ave., 24
Cohen, Bernard I.	2308 N. Fulton St., 17
Cohen, Hershel	201 W. Franklin St., 1
Cohen, Irving I.	5511 Oregon Ave., Arbutus 27

Cohen, Nathan	1828 E. Baltimore St., 11
Cohen, Samuel	1301 N. Charles St., 1
Coleberg, Carl L.	Main St., Preston
Combs, Joseph L., Jr.	5925 York Road, 12

* Deceased

Connor, T. F.	6933 Laurel Ave., Takoma Park
Connor, William J.	Commerce St. & Railroad Ave., Centreville
Cooley, William A.	201 Valley St., Cumberland
Co-op Pharmacy	121 Centerway, Greenbelt
Cooper, Howard E.	501 Decatur St., Cumberland
Cooper, Morris L.	Park & North Aves,. 17
Cragg, James P., Jr.	4123 Frederick Ave., 29
Crandall, Charles R.	50 State Circle, Annapolis
Crozier, John A.	901 Curtain Ave., 18
Cummings, M. E.	Mountain Road, Pasadena
Danoff, Abe	1645 E. Baltimore St., 31
Davidov, Hyman	900 N. Charles St., 1
Davidov, Louis	5115 Roland Ave., 10
Davidson, Meyer	935 N. Gay St., 5
Davis, Rebecca H.	2020 Bryant Ave., 17
Deans, John	Prince William & Main Sts., Princess Anne
Dechter, Gerald Y.	8660 Piney Branch Road, Silver Spring
Dembo, Julius L.	2200 Jefferson St., 5
Dickman, Arnold	2300 Edmondson Ave., 23
Diener, Nelson G.	4817 Pimlico Rd., 15
Donaldson, John E.	77 "P" St., N. E. Washington 2, D. C.
Dorsch, Joseph U.	3514 Edmondson Ave., 29
Doub, O. Calvin	101 E. Baltimore St., 2
Dougherty, John H., Jr.	370 Main St., Laurel
Drapkin, Leon I.	8472 Piney Branch Road, Silver Spring
Drennen, J. Holly	8 S. Main St., Port Deposit
Drug Fair Stores	1200 S. Eads St., Arlington 2, Va.
Drukman, Herman B.	6651 Belair Rd., 6
Dunning, Charles A.	1030 N. Charles St., 1
Dunning, Dr. Fitzgerald	1030 N. Charles St., 1
Dunning, H. A. B., Jr.	1030 N. Charles St., 1
Dunning, H. A. B., Sr.	1030 N. Charles St., 1
Eckhardt, Henry	301 Marydell Rd., 29
Eichberg, Daniel M.	5500 Park Heights Ave., 15
Eldridge, Arthur C.	7200 North Point Rd., Sparrows Point
Englander, Clinton W.	8 Alder St., Oakland
Fainberg, Alvin Jay	7054 Marlboro Pike, District Heights
Fedder, Donald	201 Wise Ave., Dundalk 22
Fedder, Eli	1210 Reisterstown Rd., Pikesville 8
Feldman, Charles W.	1535 W. Lexington St., 23
Feldman, Milton H.	900 N. Gilmor St., 17
Fink, Francis T.	Martin Blvd. & Compass Rd., Middle River 20
Finkelstein, Karl H.	300 Main St., Laurel
Fisher, Edward H.	105 S. Baltimore Ave., Ocean City
Fitzsimmons, Milton J.	Ellicott City
Fogg, Frank E.	216 Market St., Denton
Folus, Irving	5926 Riggs Road, Hyattsville
Foss, Noel E.	School of Pharmacy, U. of M., 636 W. Lombard St., 1
Foster, Carroll Pross	6327 Belair Rd., 6
Freed, Irving	930 Whitelock St., 17
Freiman, Joseph	2601 N. Hilton St., 16
Freitag, H. Homer	212 E. Cross St., 30
Fribush, Sidney	16 N. Jonathan St., Hagerstown
Friedman, Albert	1003 S. Sharp St., 30
Friedman, Gilbert I.	1531 Madison Ave., 17
Friedman, Milton A.	100 S. Poppleton St., 1
Friedman, Nathan J.	701 N. Gay St., 2

Gaboff, Benjamin .... 20 N. High St., 2
Gadol, Ellis .... 10128 Colesville Rd., Silver Spring
Gakenheimer, Albert C. .... Cockeysville
Gakenheimer, Herbert E. .... 8th & D Sts., Sparrows Point 19
Gardner, Michael F. .... 253 S. Washington St., 31
Gaver, Paul G. .... 100 W. University Parkway, 10
Geraghty, James T. .... Main St., Rock Hall, Maryland
Glaeser, Henry J., Jr. .... 3 Westminster St., Manchester
Glaser, Louis L. .... 511 Avondale Rd., Dundalk 22
Gleiman, Irvin J. .... 1939 Madison Ave., 17
Glick, Harry .... 3401 Dennlyn Road, 15
Gluckstern, Wilfred H. .... 1034 York Road, 4
Goldfeder, Harold M. .... 5620 Kenilworth Ave., Riverdale
Golditch, Henry M. .... 2447 E. Preston St., 13
Goldman, Harold K. .... 1301 W. North Ave., 17
Goldstein, Albert .... 6112 Central Ave., Capitol Heights
Goldstein, Sam A. .... 1100 N. Calhoun St., 17
Goodman, Irvin .... 55 E. Main St., Westminster
Goodman, Leon .... 524 N. Gay St., 2
Gordon, Jack B. .... 1801 W. Pratt St., 23
Gordon, Samuel .... 1401 Edmondson Ave., 23
Gordy, Howard L. .... 313 E. Main St., Salisbury
Greenberg, Harry .... 5451 Belair Rd., 6
Greenberg, Leon .. P. O. Box 367, Old Annapolis Rd., Severna Park
Greenberg, S. W. .... 4692 Suitland Rd., Washington 20, D. C.
Greif, Daniel .... 1625 Wilkens Ave., 23
Grubb, John E. .... 11181 Viers Mill Rd., Wheaton
Gruz, Nathan I. .... 5817 Merville Ave., 15
Guild, Cecil E. .... 44 W. Main St., Westminster

Hahn, Dr. Albert G. .... 324 W. Saratoga St., 1
Handelman, Mayer .... Joppa Rd. at Old Harford Rd., 14
Hanks, Carleton W., Sr. .... 221 Maryland Ave., Cumberland
Harbaugh, Arthur C. .... 872 Mulberry Ave., Hagerstown
Hare, Clifford A., Jr. .... 801 Park Ave., 1
Harman, Richard T. .... 5606 Main St., Elkridge 27
Harris, Morris .... 5119 Queensbury Ave., 15
Hayes, Gus C. .... 1538 W. Baltimore St., 23
Hayman, Albin A. .... Main & Lake Sts., Salisbury
Heer, Wilmer J. .... 2724 Harford Rd., 18
Heller, Lawrence .... La Plata, Md.
Hendelberg, I. J. .... 4000 Rosecrest Ave., 5
Henderson, Marvin W. .... 7401 Harford Rd., 14
Hendler, L. Manuel .... 1100 E. Baltimore St., 2
Hill, William C. .... 30 E. Dover St., Easton
Hilliard, M. Evans .... 4943 Belair Rd., 6
Holcomb, Chester A., 4707 Marlboro Pike, S. E., Washington 27, D.C.
Hopkins, Carville B. .... 252 West St., Annapolis
Hopkins, Charles H. .... 7 York St., Taneytown
Horne, Peyton N. .... 32 N. Washington St., Easton

Israelson, Rubin H. .... 2301 Hollins St., 23

Johnson, Clyde G. .... Somerset Ave. & Prince William St., Princess Anne
Johnson, Jerome H. .... 5926 Riggs Rd., Hyattsville

Kahn, Reuben .... 1722 Wilkens Ave., 23
Kamenetz, Irvin .... 6913 Belair Rd., Overlea 6
Kaminski, Felix H. .... 3138 O'Donnell St., 24
Kammer, William H. .... 701 W. Preston St., 2

Karr, William Stanley ....9515 Harford Rd., Carney 14
Kaufman, Stanley L. ....911 Beechfield Ave., 29
Keech, Robert P. ....600 Virginia Ave., Cumberland
Kehs, Gordon L. ....301 E. Baltimore St., 2
Kellough, Elmer R., Jr. ....501 Decatur St., Cumberland
Kellough, G. Willson ....3143 W. North Ave., 16
Kerpelman, Isaac E. ....722 S. Salisbury Blvd., Salisbury
Kirson, Jerome ....743 N. Central Ave., 2
Kitchin, William Y. ....60 West St., Annapolis
Klavens, Elmer ....800 W. Fayette St., 1
Klavens, Sidney R. ....1117 Light St., 30
Kline, Bernard B. ....8309 Grubb Rd., Silver Spring
Kling, Herman M. ....2245 E. Fayette St., 31
Klingel, Mrs. R. M. ....101 Cheapside St., 2
Klotzman, Alfred ....1041 Edmondson Ave., 23
Knepper, F. C. ....Green & Water Sts., Cumberland
Koons, George S. ....31 Concocheague St., Williamsport
Koplin, Arthur ....1008 E. Lombard St., 2
Kramer, Leonard H. ....442 E. North Ave., 2
Kramer, Morris ....1801 W. Lexington St., 23
Krantz, John C., Jr. ....7824 Ellenham Road, Ruxton 4
Kraus, L. H. ....400 S. Division St., Salisbury
Kronthal, Jacob L. ....2444 E. Biddle St., 13
Kroopnick, Godfrey D. ....930 Whitelock St., 17
Krucoff, Maxwell A. ....1300 N. Fremont Ave., 17
Krusniewski, B. A. ....901 Eastern Ave., Essex 21

Lamkin, Howard C. ....1337 W. Lombard St., 23
Latona, Salvatore J. ....4007 34th St., Mt. Rainier
Lawlor, Henry William ....Charles Theatre Building, LaPlata
Lazarus, Leon J. ....401 Eastern Ave., 21
Lebson, David ....4605 Edmondson Ave., 29
Lebson, Hyman ....4605 Edmondson Ave., 29
Lemler, Abraham A. ....1401 W. Lanvale St., 17
Levin, Barry S. ....2101 Garrison Blvd., 16
Levin, Benjamin S. ....6306 Eastern Ave., 24
Levin, Bernard ....910 Leeds Ave., 29
Levin, Harold P. ....537 E. 41st St., 18
Levin, Jack B. ....5910 Liberty Road, 7
Levin, Norman J. ....1407 Reisterstown Rd., Pikesville 8
Levin, Theodore ....Poplar Grove & Lafayette Ave., 16
Levine, Jay ....5005 Ritchie Highway, 25
Levinson, Henry ....721 Poplar Grove St., 16
Levitis, Louis ....11401 Georgia Ave., Silver Spring
Levy, Abraham M. ....South Road & Kelly Ave., 9
Leyko, Gregory W. A. ....2501 W. Baltimore St., 23
Libowitz, Aaron M. ....4901 Belair Rd., 6
Lichter, George ....4709 Garrison Blvd., 15
Lichtman, Al ....1402 Reisterstown Rd, Pikesville 8
Lieb, Frank J. ....1600 S. Charles St., 30
Lillich, Mrs. Anna L. ....3 Center Place, Dundalk 22
Lindenbaum, Albert ....101 St. Helena Ave., 22
Lindenbaum, Louis ....515 Camp Meade Rd., Linthicum Heights
Lindenbaum, Morris ....Reisterstown
Lowry, Raymond J. ....45 Main St., Westernport
Lutz, John G. ....1600 N. Gay St., 13
Lynn, Norman B. ....226 E. Diamond St., Gaithersburg
Lyon, G. Taylor ....330 St. John St., Havre de Grace

McCagh, Edward T. ....101 N. Centre St., Cumberland
McComas, J. Ross ....8642 Loch Raven Blvd., Towson 4
McDuffie, George E. ....10620 Georgia Ave., Silver Spring

McMichael, James E. .... 911 E. Old Town Rd., Cumberland
Macek, Frank J. .... 1736 Aliceanna St., 31
Macks, Ben H. .... 436 Eastern Ave., Essex 21
Magiros, John G. .... Rogers Ave. & Rt. #40, Ellicott City
Maisenhalder, Edward C. .... 21 S. Main St., Belair
Malanowski, Benedict C. .... 2245 Eastern Ave., 31
Malone, William W. .... 39 West Main St., Hancock
Manheimer, Raymond B. .... 2502 Eutaw Place, 17
Marcus, Michael .... 2021 W. Pratt St., 23
Marek, Anton C. .... 701 N. Lakewood Ave., 15
Markley, Edward B. .... 3701 Falls Rd., 11
Martin, Lester R. .... 1068 National Highway, LaVale
Martin, Robert J. .... 1068 National Highway, LaVale
Mask, Jerome .... 2701 Old North Point Rd.
Mayer, Alexander M. .... 3335 Dolfield Ave., 15
Mazor, Harold H. .... 605 Hilltop Road, 26
Meeth, John T. .... 3255 Frederick Ave., 29
Mendelsohn, Israel .... 4111 W. Belvedere Ave., 15
Mercer, Robert V. .... 206 E. 8th St., Frederick
Mercer, Victor G. .... 12 N. Market St., Frederick
Messina, Julius A .... 3405 Belair Rd., 13
Meyers, Max B. .... 8302 Liberty Rd., 7
Miller, Edward .... 5432 Wasena Ave., 25
Miller, Irving W. .... 1601 N. Wolfe St., 13
Miller, L. Dudley .... 105 W. Redwood St., 1
Mondell, Harold D. .... 5500 Gwynn Oak Ave., 7
Morgenroth, Victor H., Jr. .... 3700 Edmondson Ave., 29
Morgenstern, William A. .... 6328 Windsor Mill Rd., Woodlawn 7
Mouat, Gordon A. .... 3300 Greenmount Ave., 18
Murphy, Jerome E. .... 17 W. Chase St., 1
Myers, Irvin L. .... 2803 W. Belvedere Ave., 15
Myers, Lyndon B. .... Mount Airy

Neun, Charles J. .... 4800 Roland Ave., 10
Newman, David .... Union Ave. & Franklin St., Havre de Grace
Nitsch, Charles A. .... Frederick & Newburg Aves., 28
Niznik, Theodore T. .... 439 S. Chester St., 31
Norris, Earl M. .... 4706 Liberty Heights Ave., 7

Oed, Marvin L. .... 6502 Hilltop Ave., 6
Ogrinz, Alexander J., Jr. .... 3300 Greenmount Ave., 18
Ogurick, Alexander A. .... 4800 Park Heights Ave., 15
O'Hara, John J. .... 2200 Fulton Ave., 17
Oken, Louis E. .... 6701 Harford Rd., 14

Packett, W. Harold .... 8551 Connecticut Ave., Chevy Chase
Padussis, Anthony G. .... 6510 O'Donnell St., 24
Palmer, Mathias .... 8642 Loch Raven Blvd., Towson 4
Parker, James A. I. .... 3739 Kensington-Wheaton Rd., Kensington
Parker, Richard D .... 3739 Kensington-Wheaton Road, Kensington
Parks, Isadore Jack .... 7 E. Lexington St., 2
Pass, Victor E. .... 1645 N. Wolfe St., 13
Passaro, Edward J. .... 6510 O'Donnell St., 24
Patterson, Walter J. .... 4123 Frederick Ave., 29
Payne, Thomas M. .... Talbottown Shopping Center, Easton
Pearlman, William L. .... 3102 W. North Ave., 16
Pelovitz, Nathan .... 1713 Edmondson Ave., 28
Peoples Drug Stores, Inc. .... 77 "P" St., N.E., Washington, 2, D. C.
Petralia, Anthony J. .... 4901 Frankford Ave., 6
Pfeifer, C. Edward .... 1201 Light St., 30
Pilson, R. A. .... New Windsor, Md.

Pinsky, Herman H. .... 430 E. Baltimore St., 2
Pollack, Morton L. .... Charles & 34th Sts., 18
Popluder, Nathan .... 2610 Harford Rd., 18
Porterfield, M. Perry .... 118 W. Washington St., Hagerstown
Porterfield, R. S. .... Hampstead, Md.
Portney, Samuel .... 551 N. Fulton Ave., 23
Prensky, Bernard M. .... 6573 Ager Road, Hyattsville
Proudfoot, Robert E. .... 56 Second St., Oakland
Provenza, Stephen J. .... 101 W. Read St., 1
Pruss, Thaddeus P. .... 904 Fagley St., 24

Quasney, Emil, Jr. .... Fort Smallwood Road, Pasadena

Raichlen, Sam I. .... 3300 Keswick Rd., 11
Rasinsky, Milton .... 30 W. Main St., Westminster
Read Drug & Chemical Company .... 1300 Race St., 30
Reed, J. Ronald .... 31 N. Potomac St., Hagerstown
Regimenti, Vincent .... 6317 York Rd., 12
Rettaliata, Leo C. .... 2200 N. Charles St., 18
Reznek, Paul .... Prince George Ave. & Balto. Blvd., Beltsville
Richardson, Lloyd N. .... 1 N. Main St., Bel Air
Richman, Philip .... 90 West St., Annapolis
Richmond, Jerome .... 1800 Pennsylvania Ave., 17
Robbins, Sam S. .... 4401 Liberty Heights Ave., 7
Roberts, William P. .... 2035 Park Ave., 15
Rochester, Harry L. .... 5212 Reisterstown Rd., 15
Rodowskas, Christopher A. .... 616 Patapsco Ave., 25
Rosenthal, Alvin .... 3529 Dolfield Ave., 15
Rossberg, Charles Jr. .... 2526 Washington Blvd., 30
Rotkovitz, William .... 1831 W. Mosher St., 17
Ruddie, Israel M. .... 5300 Edmondson Ave., 29
Rudman, Melvin H. .... 554 E. Fort Ave., 30
Rudo, Herbert B. .... 5812 Eastern Ave., 24

Sabatino, Louis T. .... 8301 Harford Rd., 14
Sachs, Raymond .... 14 Coral Drive, N., Lexington Park
Saks, Joseph M. .... 214 E. Montgomery Ave., Rockville
Sama, Mario .... 8019 Philadelphia Rd., 6
Sandler, Solomon .... Mount & Cole Sts., 23
Santoni, David A. .... 3520 E. Lombard St.
Santoni, Henry A. .... 4301 Belair Rd., 6
Sappe, Milton J. .... 1184 Washington Blvd., 30
Sapperstein, Edward I. .... 449 E. 25th St., 18
Sapperstein, Jacob H. .... Cockeysville
Sarubin, Milton .... 97 Main St., Ellicott City
Savage, Walter Thomas .... 5 Main St., Berlin
Schapiro, Abraham .... 4601 Park Heights Ave., 15
Schapiro, Oscar M. .... 3905 Mortimer Ave., 15
Schmidt, George M. .... Elkton, Md.
Schnaper, Morton J. .... 6900 Arlington Rd., Bethesda, 14
Schochet, Paul .... 120 Crain Highway, N.W., Glen Burnie 8
Schrader, Harry L. .... 347 S. Smallwood St., 23
Schucalter, Harry B. .... 920 Washington Blvd., 30
Schulte, F. W., Jr. .... 685 Washington Blvd., 30
Schumer, Jack .... 1200 Pennsylvania Ave., 17
Schuster, John N. .... 3701 Belair Rd., 13
*Schwartz, Alvin .... 100 Annapolis Road, Glen Burnie
Schwartz, Nathan .... 1100 West St., Annapolis
Schwartz, Theodore .... 1561 N. Fulton Ave., 17
Schwatka, W. Herdman, Jr. .... 600 Sussex Rd., Towson 4

* Deceased

Seechuk, William W.	5814 Belair Rd., 6
Seidman, Henry G.	7201 Harford Rd., 14
Serpick, Jacob	St. Paul & 21st St., 18
Shank, Earl E., Jr.	W. Main St., Emmitsburg
Shaw, Frank M.	147 Market St., Pocomoke City
Shenker, Morris	1027 West Way, Glen Burnie
Shields, Arthur P.	6410 Frederick Ave., 28
Shpritz, Stuart	864 W. North Ave., 17
Shulman, Emanuel	2334 Iverson St., Washington 21, D. C.
Shure, Bernard G.	5301 York Road, 12
Silberg, Harvey G.	1800 E. Monument St., 5
Silbert, Andrew W.	41 Lloyd St., 2
Silverman, Albert M.	3325 E. Baltimore St., 24
Simon, Alder	2043 Mondawmin Mall, 15
Singer, George D.	4717 Eastern Ave., 24
Singer, Isadore	300 Main St., Laurel, Md.
Small, Irvin	631 W. Lexington St., 1
Smith, Mrs. Amelia	108 Main St., Annapolis
Smith, Bernard T.	Charles St. & Biddle, 1
Smith, W. Harry, Jr.	4022 Edmondson Ave., 29
Smulson, Mrs. Lillian	299 Willow Spring Rd., Dundalk, 22
Snyder, Paul J.	701 Poplar Grove St., 16
Sober, Norman	921 Patapsco Ave., 25
Sollod, Melvin J.	9601 Brunett Ave., Silver Spring
Sollod, Sylvan Jay	635 E. Fort Ave., 30
Solomon, Samuel	1342 Pennsylvania Ave., 17
Solomon, Simon	1342 Pennsylvania Ave., 17
Standiford, Isaac W.	15 Belair Ave., Aberdeen
Stark, Al	5228 Baltimore National Pike, 28
Steinwedel, William A.	2001 Wilkens Ave., 23
Sterling, Elmer W.	Church Hill, Md.
Stiffman, George J.	1001 N. Charles St., 1
Stiffman, Jerome A.	2914 E. Oliver St., 13
Stofberg, Charles	5658 The Alameda, 12
Stofberg, Robert	1401 E. Cold Spring Lane, 12
Stoler, Myer	101 N. Ellwood Ave., 24
Stotler, Robert P.	1068 National Highway, LaVale
Strauss, Leon	131 Centerway, Greenbelt
Sullivan, Fred G.	5802 Baltimore Ave., Hyattsville
Sussman, Hyman J.	3601 Park Heights Ave., 15
Sussman, Sidney	3927 Park Heights Ave., 15
Swain, Robert L.	155 E. 44th St., New York 17, N. Y.
Swiss, Frank L.	3001 E. Monument St., 5

Taetle, Herman	4301 Randolph Rd., Silver Spring
Taich, Louis	601 N. Carey St., 17
Thompson, J. West	Centreville
Tompakov, Sylvan	7004 Reisterstown Rd., 15
Tomsko, Robert F.	407 Washington St., Cumberland
Truitt, James W., Jr.	102 N. Main St., Federalsburg

Ulman, Bernard	314 Light St., 2

Vodenos, Philip N.	Timonium, Md.
Vojik, Edward C.	900 S. Ellwood Ave., 24

Wagner, Albert D.	45 Main St., Westernport
Wagner, Charles H.	5500 Harford Rd., 14
Wagner, George W.	45 Main St., Westernport
Wagner, Raphael H.	502 W. Cold Spring Lane, 10
Walb, Winfield A.	6002 Harford Rd., 14

Waldsachs, Joseph .... 5616 Ritchie Highway, 25
Walman, Morris R. .... 6715 Reisterstown Road, 15
Wannenwetsch, John F. .... 4123 Frederick Ave., 29
Warfield, H. Nelson .... 7025 Plymouth Rd., Pikesville 8
Waxman, Milton .... 126 Main St., Elkton
Webster, S. Earl .... 24 Poplar St., Cambridge
Weiner, Solomon .... 5501 Reisterstown Rd., 15
Wertheimer, Samuel .... 33 N. Liberty St., Cumberland
Whelan Drug Company .... 130 W. 42nd St., New York, N. Y.
Whittemore, Edwin .... 801 W. 36th St., 11
Whittlesey, W. H. .... 7135 Wisconsin Ave., Bethesda
Wich, Carlton E. .... 307 N. Ellwood Ave., 24
Wich, Henry E. .... 1230 N. Stricker St., 17
Wiener, Maurice .... 3450 Wilkens Ave., 29
Williams, William O. .... 6305 Alameda, 12
Wilson, Edward C. .... 149 Market St., Pocomoke City
Winn, Solomon .... 2540 E. Fayette St., 24

Yaffe, Morris R. .... 10101 River Road, Rockville
Yaffe, Stanley Jay .... 1504 15th St., Odenton
Yankeloff, Louis G. .... 1801 E. Eager St., 5
Yarmosky, Jack .... 2501 Edmondson Ave., 23

Zentz, Milton E. .... 5460 Park Heights Ave., 15
Zervitz, Max .... 1300 N. Caroline St., 13
Zetlin, Henry P. .... 2801 Guilford Ave., 18

ASSOCIATE MEMBERS

Alessi, Alfred Henry .... 3532 Northern Parkway, 6
Armstrong, Charles L. .... 1207 Culvert Rd., Towson 4

Bahr, Raymond D. .... 1016 S. Bouldin St., 24
Baikstis, Mrs. Anda .... 4002 Callaway Ave., 15
Baker, Daniel S. .... 2502 Shelleydale Drive, 9
Barnstein, Fred S. .... 3805 W. Coldspring Lane, 15
Barshack, Irwin S. .... 3448 Dolfield Ave., 15
Becker, Charles .... 24 Oaklee Village, 29
Berman, Gilbert .... 5301 Fairlawn Ave., 15
Billian, Bernard .... 3620-A Bowers Ave., 7
Bindok, Edward J. .... 3307 Grenton Ave., 14
Block, Jerome .... 5605B Burtis Ave., 7
Bowen, Curtis A. .... 3901 Woodridge Rd., 29
Bower, Martin R. .... 1455 Kirkwood Rd., 7
Braude, Mrs. Monique C. .... 207 Regency Circle, Linthicum Hts., Md.
Brill, Phyllis W. .... 2302 Sulgrave Ave., 9
Brodsky, Emmanuel M. .... 3907 Fordleigh Rd., 15
Buck, Robert Lee .... 8614 Allenswood Road, Randallstown, Md.
Budacz, Frank M. .... 1744 Eastern Ave., 31
Buppert, Hobart C. .... Rt. 2 Box 137, Pasadena

Campbell, Howard R. .... 8504 Rayburn Rd., Bethesda 14
Caplan, Robert M. .... 3302 Karen Drive, 7
Carls, Mark D. .... 201 Rothwell Drive, Lutherville, Md.
Carter, Paul M. .... 3133 Stafford St., 29
Celler, Max .... 8216 Larry Place, Chevy Chase 15
Chankin, Norman .... C-1101 Presidential Apts, Phila. 31, Penna.
Cohen, Gilbert .... 2907 E. Wynham Road, 16
Cohen, Samuel C. .... 2735 Cylburn Ave., 15

Cohen, Samuel H.	3761 Columbus Drive, 15
Cole, S. Charles	3822 Ridgewood Ave., 15
Colvin, Ralph	204 E. Biddle St., 2
Connelly, Mary W.	6407 Liberty Road, 7
Cooper, Miss Jane C.	Chestertown
Crane, Richard R.	6007 Eurith Ave., 6

Dagney, Edward B.	3718 Kimble Rd., 18
Dagold, Donald J.	7025 Surrey Drive, 15
Davidson, Saul	3406 Rosedale Road, 15
Deckelbaum, Max	6506 Baythorn Rd., 9
DeDominicis, Miss Amelia C.	2621 E. Madison St., 5
Dembeck, Walter D.	27 N. Milton Ave., 24
Dickstein, Benjamin	6608 Dalton Drive 7
Dougherty, Leon P.	P. O. Box 184, Cumberland, Md.
Dreyer, Frederick W., Jr.	4506 Wentworth Rd., 7
Dunbar, Ruth	P. O. Box 52, Versailles, Kentucky
Dyott, William H.	25 Riverside Dr., Winchester, Annapolis

Edelen, James A.	5115 Frederick Ave., 29
Edenfield, Charles, Sr.	2806 List Ave., 14
Edwards, Webster K.	817 Hilltop Drive, Cumberland
Feldman, Morris	2901 Whitney Ave., 15
Elliott, Donald B.	St. John's University, College of Pharmacy 96 Schermerhorn St., Brooklyn, N. Y.
Eustice, R. C., Jr.	526 Silver Spring Bldg., Silver Spring
Fine, Jerome L.	153 Ingram Road, San Antonio, Texas
Folckemmer, C. W.	2011 Northbourne Rd., 14
Franzoni, F. Royce	3508 N. Abingdon St., Arlington, Va.
Friedman, Julian M.	3220 Fallstaff Rd., 15
Frieman, Jack	2520 Linden Ave., Apt. C2, 17

Gehring, J. William	5620 Greenspring Ave., 9
Gendason, Morris	3832 Park Heights Ave., 15
Glassband, Herman	3819 Penhurst Ave., Balto. 15
Glennan, Harry E.	3102 Acton Rd., 14
Goden, Stanley	3805 Bartwood Road, 15
Goldberg, Marvin H.	2803 Waldorf Ave., 15
Goldman, Sue Carolyn	5604 Wildwood Lane, 9
Goldstein, Samuel W.	2215 Constitution Ave., N.W., Wash., 7, D. C.
Gould, Clarendon Lloyd	201 Somerset Ave., Cambridge
Gradman, Lee	4003 Bonner Road, 16
Greenberg, Paul	5608 Belleville Ave., 7
Greenberg, Richard E.	Oaklee Village Apt. 51, 29
Grossman, Isaac William	24 Brightside Ave., Pikesville 8
Grothaus, D. Benton, Jr.	520 Dunkirk Rd., 12

Haase, Charles A.	6110 Marlora Rd., 12
Hanks, Carleton W., Jr.	221 Maryland Ave., Cumberland
Hansen, Herman F.	3209 Grayson St., 16
Haskell, Marian L.	1712 Kurtz Ave., Lutherville, Md.
Heilman, Gerald J.	2708 Beechland Ave., 14
Helm, Emory G.	27 Delrey Ave., 28
Herman, Ralph	2479 Shirley Ave., 15
Hershner, John Franklin	2017 Burnwood Road, 14
Hill, B. R.	213 N. Charles St., 1
Hutchinson, William J.	2412 Ellis Rd., 14

Ichniowski, Casimir T.	705 Linnard St., 29

Jackson, Walter V.	2005½ Edmondson Ave., 28
Jacobs, George	3516 Maryvale Road, 7
Jankiewicz, Alfred M.	3110 Moreland Ave., 14

Jeppi, Samuel P. .... 200 Witherspoon Rd., 12
Jones, William Bowen .... 2810 Park View Terrace, 14
Joseph, J. Gilbert .... 300 E. Coldspring Lane, 12

Kahler, Mrs. Grace .... 2626 W. Cold Spring Lane, 15
Karmiol, Stanley B. .... 2901 Eastern Ave., 24
Keehner, Raymond .... 3112 Juneau Place, 14
Kelly, Robert Joseph .... 4537 Marble Hall Road, 12
Kelly, Thomas J. .... 1339 Meridene Drive 12
Kerr, C. Raymond .... Easton, Md.
Kexel, Leroy E. .... 2002 Northbourne Road, 14
Kirk, Miss Catherine E. .... Rising Sun
Kistler, Stephen B .... Johns Hopkins Hospital Pharmacy, 5
Klingaman, Claude R. .... 124 Williams St., Bel Air
Klotzman, Robert H. (Major) .... 1817 10th Ave. S., Apt. 20,
Great Falls AF Base, Montana
*Koenig, Frederick W. .... 3915 Overlea Ave., 6
Kokoski, Robert J. .... 1218 Maiden Choice Lane, 29
Kramer, Stanley Howard .... Box 126, U.S. Naval Hospital (Staff)
Camp Lejeune, N. C.
Kratz, Frank P. .... 1111 Newfield Rd., 7
Kwash, Herbert .... 724 Jefferson St., N.E., Wash. 11, D. C.

Lassiter, J. P. .... 3320 Kensington Ave., Richmond 21, Va.
Lawson, Arnold .... 5802 Baltimore Ave., Hyattsville
Leavitt, Dean E. .... 509 Castle Drive, Apt. E., 12
Leftin, David .... 909 Lindellen Ave., Reisterstown
Lehr, Clarence G. .... 5211 Loch Raven Blvd., 12
Lennox, Willard J. .... 3334 Ravenwood Ave., 13
Levenson, Marvin M. .... 2708 Talbot Rd., 16
Levy, Melvin .... Old Court Road, Box 320-A, Pikesville 8
Lewis, F. Harold .... 4504 Garrison Blvd., 15
Lowe, Carroll A. .... P. O. Box 389, Cumberland, Md.
Lowry, William J. .... 2611 Garrison Blvd., 16
Ludwig, Andrew F. .... 115 Rosewood Ave., 28
Lyons, Elmer C. .... 701 E. Preston St., 2

McCall, George B. .... 2101 Kentucky Ave., 18
McKenna, W. C. .... 3902 Hadley Square West, 18
Matthews, Vincent W. .... 4400 Old Frederick Rd., 29
Meyers, Albert T. .... 4013 Barrington Rd., 7
Michael, Lucas A. .... 5215 Anthony Ave., 6
Miller, Israel M. .... 5444 Narcissus Ave., 15
Mirvis, Julius .... 3327 Ingleside Ave., 15
Morstein, Raymond .... 3419 Tulsa Rd., 7
Murph, Marvin E. .... 5619 Wayne Ave., 7
Murphy, Mrs. Marie M. .... 6420 Candlewood, Lakewood, California
Muth, Edward S. .... 212 Murdock Rd., 12
Muth, Joseph L. .... 207 Hollen Rd., 12
Myers, Lee J. .... 1700 Santa Fe Ave., Long Beach, Calif.
Myers, Richard E. .... 4429 Forest View Ave., 6

Naiditch, Morton E. .... 1641 Pennsylvania Ave., 17
Neighoff, Wilson E. .... 803 W. 35th St., 11
Neumann, Joseph J. .... 601 Linnard St., 29
Newman, Albert .... Union Ave. & Franklin St., Havre de Grace
Nierman, Robert Francis .... 14 S. Chase St., Cumberland

Oldakowski, John .... 6002 Ager Road, Hyattsville
Olesczuk, Melvin J. .... 219 S. Wolfe St., 31

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* Deceased

Parisky, Bernard H.	706 Jefferson St., N.E., Wash. 11, D. C.
Parlett, G. Dawson	Rt. 4, Box 309, Pasadena
Pertnoy, Edwin	4515 B. Bonner Road, 23
Peterson, Lane E.	32 S. Hanover St., 1
Phillips, Mrs. James	34 Nunnery Lane, 28
Pippig, Howard A., Jr.	121 Osborne Ave., 28
Piraino, Vincent J.	1722 Lakeside Ave., 18
Pivec, John James	323 St. Dunstans Rd., 12
Pollack, Howard	2635 Quantico Ave., 15
Potler, David	43 Madison St., N.W., Wash. 11, D. C.
Pritzker, Sherman D.	2328 Ocala Ave., 15
Prostic, Albert	3712 Park Heights Ave., 15
Pumpian, Paul A.	62 Chester Circle, New Brunswick, N. J.
Purdum, W. Arthur	Johns Hopkins Hospital, 5

Reindollar, William F.	5701 Stoney Run Drive, 10
Richmond, Samuel	3017 Oakley Ave., 15
Rockman, Louis M.	5005 Pembridge Ave., 15
Rockman, Morris	3702 Copley Rd., 15
Rosenfeld, Albert	99 Smithwood Ave., 28
Ross, William, Jr.	2521 Huron St., 30

Sacki, Kurt L.	3315 Lee Court, Pikesville, 8
Scherr, Stanley	3844 Dolfield Ave., 15
Schmidt, Charles J.	1320 Windemere Ave., 18
Schmidt, J. Edward	3106 White Ave., 14
Schneider, Edwin J.	5326 Rock Cr. Chur. Rd., N.E., Wash. 11, D. C.
Scigliano, John A.	RD 2, Myersville, Md.
Sealfon, Irwin T.	9419 Georgia Ave., Silver Spring
Seff, David J.	2422 Liberty Heights Ave., 15
Sellers, Harry H.	607 Maryland Ave., Cumberland
Seward, William Webster	Berlin, Md.
Shapiro, Lionel	3515 Forest Park Ave., 16
Sheller, Samuel J.	3804 Bonner Road, 16
Shumway, Myron A., Jr.	713 Park Ave., Apt. 8, Laurel
Siegel, Arnold	2509 Willow Glen Drive, 9
Singer, Harold B.	2416 Brambleton Road, 9
Sinker, Robert S.	2204 Mark Ct., Silver Spring
Slama, Frank J.	636 W. Lombard St., 1
Sollod Joseph A.	3915 Dolfield Ave., 15
Sosnoski, Walter	1254 Circle Drive, 27
Stahl, Charles	Rt. 1, Box 19A, Severna Park
Steel, Harold	3616 Forest Garden Ave., 7
Strauss, Leo	4437 S. 1st St., Arlington 4, Virginia
Street, M. Eugene	20 Fulford Ave.. Bel Air
Sumrall, James C.	107 E. Main St., Elkton
Surell, Howard S.	6806 Cherokee Drive, 9
Suter, Thomas J.	3014 Kenyon Ave., 13
Svarovsky, John W.	4344 Shamrock Ave., 6

Taylor, William L.	3301 N. George Mason Dr., Arlington, 7, Va.
Tenberg, David P.	3008 W. Rogers Ave., 15

Wagner, Frederick H.	5121 Frederick Ave., 29
Walsh, Richard J.	Apt. 201, 10108 Georgia Ave., Silver Spring
Waltz, George H.	3816 Grantley Rd., 15
Weinberg, Sydney G.	5806 Dale Rd., 9
Wesolowski, Frank J.	907 Fairway Drive, 4
West, Henry A.	Rt 5, Frederick
Wharton, John C.	713 Alvin Ave., Salisbury
Wille, Harry R.	306 Marydell Rd., 29

Williams, Arza G. .... 1010 Cecil St., Salisbury
Williamson, Jack .... 7506 Finns Lane, Lanham
Winternitz, Rudolph F. .... 4103 Springdale Ave., 7
Wolf, G. Ernest .... 9308 Carlisle Ave., 6
Wolfe, James J. .... 313 E. 30th St., 18

Yarmack, Morris H. 1331 Ft. Stevens Dr., N.W., Washington 11, D.C.
Yousem, Jonas .... 5735 Jonquil Ave., 15

Zink, William P. Sr. .... Rocks

AFFILIATE MEMBERS

Allen, James E. .... 411 S. Capitol St., Washington 3, D. C.
Appel, Bernard .... 7401 Pulaski Highway, 6
Bloom, Herman J. .... 5408 Park Heights Ave., 15
Brager, Maurice B. .... 408 S. Hanover St., 1
Estrin, David I. .... 52 O St., N.W., Washington 1, D. C.
Libov, Irving .... 1023 E. Baltimore St., 2
Nadisch, William F. .... 1726 E. Pratt St., 31
Parrish, Margaret A. .... P. O. Box 8068, 4
Sewell, Joseph N. .... 119 S. Howard St., 1

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Byrd, Harry C. .... College Park
Cole, B. Olive .... Baltimore
Kantner, Leahmer M. .... Baltimore
Kreis, George J. .... Hampstead
Tydings, Millard E. .... Washington

LIFE MEMBERS

Marmor, Joseph P. .... 18 S. Market St., Frederick, Md.
Strasburger, Melville .... Broadview Apts. 327, Baltimore 10
Wagner, Manual B. .... 7307 Seven Mile Lane, Baltimore 8

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1933—Milton J. Keppler
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1936—A. G. Leatherman
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1952—Thomas J. Kelly
1953—Arthur W. Shay
1954—Joseph J. Hugg
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1958—Joseph L. Muth

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1931—Kenneth F. Love
1932—M. J. Keppler
1933—Thomas H. Hoy
1934—L. B. Wright
1935—A. G. Leatherman
1936—H. H. Goldscheider
1937—W. Norris Busick
1938—George E. Thumser
1939—Harry A. Zears
1940—T. R. Offenbacher
1941—James H. Fagan
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1944—L. M. Rockman
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1948—Luther C. Dawson
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1950—Joseph A. Binko, Sr.
1951—Thomas J. Kelly
1952—Arthur W. Shay
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1954—Bernard Ulman, Jr.
1955—Laurance A. Rorapaugh
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1958—Albert Heydemann

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T.A.M.P.A. MEMBERS

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Melvin J. (Overbrook Egg Nog Co.) Abrams	3917 Glengyle Ave., 15
Richard A. (Personal Products) Adams	1124 Kevin Road, 29
Jack M. (Minnesota Mining & Mfg. Co.) Albert	1723 Hartsdale Rd., 14
James E. (H. B. Gilpin Co.) Allen	411 S. Capital St., Wash., 3, D. C.

James A. (Hendler Creamery) Allen .... 408 Lee Drive, 28
Bernard A. (H. B. Gilpin Co) Appel ....5501 Sagra Road, 12
Charles L. Armstrong . ... 1207 Culvert Road, 4
Melvin (Austin Packing Co.) Asch .... 5417 Fairlawn Ave., 15

Elvin E. (Hendler Creamery) Beard,
Cole Crest, Mt. Carmel Road, Parkton, Md.
Charles (Hunter Syrups) Becker .. Apt. 24, Oaklee Village, 29
S. M. Behrend .... 935 Marsaille Drive, Nancy Villa Apts.,
Miami Beach, Fla.
Julius (Meadowgold Ice Cream) Berlin .... . 1726 E. Pratt St., 31
Elmer H. (Owens Illinois Glass Co.) Biles 1809 First Nat. Bk. Bldg. 2
Albert J. (Binko Photo Labs.) Binko Box 12, Route 3, Belair, Md.
Herman (Paramount Photo Service) Bloom .5408 Park Hts. Ave., 15
B. Dorsey (Coca Cola Co.) Boyle . 1120 Mathieson Bldg., 2
Maurice B. (Brager Display Center) Brager. 408 S. Hanover St., 1
J. Bradley (Personal Products Corp.) Bradley. 2414 Albion Ave., 14
Emil C. (A.S.R. Products) Brandon .... 8622 Church Lane,
Randallstown, Md.
George M. (Young Rubber Corp.) Brandt . 3509 Millvale Road, 7
John H. (Schafer Pfaff Cigars) Brockman, Sr..3816 Resmere Rd., 18
Joseph A. (Muth Bros. & Co.) Buser ....605 Nottingham Road, 29
W. Norris (Borden Ice Cream) Busick .... 2944 Wyman Pkwy., 11
Dr. H. C. Byrd .... College Park, Md.

Kenneth G. (Koontz Creamery) Caple 5600 Reisterstown Rd., 15
Alfred E. (Lance Co.) Callahan 944 Starbit Road, Campus Hills, 4
Howard R. (Nat'l. Pharm. Mfg. Co.) Campbell,
8504 Rayburn Road, Bethesda, Md.
Mark D. (E. R. Squibb & Son) Carl, ... 201 Rothwell Drive,
Lutherville, Md.
Fred W. (Coca Cola Co.) Caspari .... 613 Debaugh Ave., 4
Melvin M. (Calvert Drug Co.) Cernak .. 8104 Clyde Bank Road, 4
Samuel S. (Taft, Warren & Taft) Cohen . 122-124 South St., 2
Walter (H. B. Gilpin Co.) Collier, Jr. 4407 Groveland Ave., 15
John C. (Borden Ice Cream) Cornmesser.. 446 Aisquith St., 2
Emmett E. (Dennison Mfg. Co.) Cosgrove . 1906 Haverhill Road, 34
Joseph A. (Schafer Pfaff Cigars) Costanza .. 4906 E. Federal St., 5
Richard R. (Geige Co.) Crane ....6007 Eurith Ave., 6
E. T. Crews ... 1134 Shady Lane Drive, Orlando, Fla.
John A. (Calvert Drug Co.) Crozier Manor Rd., R.F.D., Glenarm, Md.

John D. (General Electric Co.) Davidson .. Box 7427, Baltimore, 27
William E. (Mfg. Agent) Devers .... 15 Florida Road, 4
Howard L. (Pitman, Moore) Dickson . .. 1946 Ormand Road, 22
Robert L. (Norwich Pharmacal Co.) Donaldson,
1009 Marksworth .Road, 28
Charles Duvoisin .... 704 Winans Way, 29

Carl L. (Calvert Drug Co.) Esposito .. 801 E. Cold Spring Lane, 12
David I. (Loewy Drug Co.) Estrin .. 1120 N. Chester St., 13
George S (Hendler Creamery) Euler 526 Charing Cross Road, 29
Russell C. (Johnson & Johnson) Eustice, Jr.
526 Guardian Federal Building, 8605 Cameron St., Silver Spring, Md.

James H. (Borden Ice Cream) Fagan .... 1502 Pentridge Road, 12
Leo J. (McDowell, Pyle Co.) Falter . 4233 Flowerton Road, 29
Vernon D. (C. & P. Telephone Co.) Fergusson.611 Brookwood Rd., 29
I. M. (Manhattan Drug Co.) Fischer, Jr. F.2 - Alhambra Apts., 17
Paul I. (Folkemer Photo Service) Folkemer 925 Poplar Grove St., 16
Ernest H. (Austin Packing Co.) Fox .... P. O. Box 1936, 3

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James E. (M'F'G. Agent) France, Sr. 616 Highland Ave., 4
W. Minson (Mallinckrodt Chem. Co.) Frayser,
4828 Morrison Road, Richmond, 28, Va.
S. Charles (Overbrook Egg Nog Co.) Friedenberg 32 S. Hanover, 1
Jack (Jay Drug Co.) Frieman 1602 John St., 17
Eugene (Taft, Warren & Taft) Frishman 124 South St., 2
Israel (Snowmaster Co.) Fudman 4107 Barrington Road, 15

J. William (Walsh & Koehler Glass Co.) Gehring,
5620 Greenspring Ave., 9
John F. (Kimberly Clark Corp.) Gillen 405 Edsdale Road, 29
Henry H. (Meadowgold Ice Cream) Goldscheider,
Apt. 2 D. Cylburn Court Apts., 17
Herbert B. (Miller Drug Sundry Co.) Goldstein 3906 Glengyle Av. 15
Wilfred C. (Advertising) Gosnell 3621 Kimble Road, 18
William M. (J. F. Hancock & Son) Gould 1-3 S. Frederick St., 2
William L. Grove Rock Spring Road, Forest Hills, Md.

Boris M. (Overbrook Egg Nog, Corp.) Harrison 32 S. Hanover St., 1
William H. (H. B. Gilpin Co.) Harrison 7401 Pulaski Highway, 6
Seth W. (Delvale Dairies) Heartfield 2030 Harford Road, 18
Emory G. Helm 27 Del Rey Ave., 28
Albert (Hendler Creamery) Hendler 1100 E. Baltimore St., 2
Benjamin R. (Hendler Creamery) Hendler 1100 E. Baltimore St. 2
L. Manuel (Hendler Creamery) Hendler 1100 E. Baltimore St., 2
L. Louis (Abbott Labs.) Hens 7113 Rich Hill Road, 12
Joseph B. (Johnson & Johnson) Herron 224 Rodgers Forge Rd., 12
Ralston C. (Johnstons Chocolates) Hewitt,
168-10 Northern Blvd., Flushing, L. I., New York, 58, N. Y.
Albert (Gilt Edge Photo Service) Heydemann 3301 Ludgate Rd., 15
E. E. (Lance Co.) Hinson Box 258, Upper Darby, Pa.
Walter H. Hollingshead 847 W. University Parkway, 10
Richard L. (Helene Curtis) Hopkins 328 Stratford Rd., 28
Thomas H. Hoy 1500 Pentridge Road, 12
William B. (Borden Ice Cream) Hubbard 701 Northern Parkway, 12
Joseph J. (Calvert Drug Co.) Hugg 1212 Cochran Ave., 12

Plummer A. Ijams 3702 Mohawk Ave., 7

Howard C. (H. B. Gilpin Co.) Johanson 509 Worcester Road, 4

Edwin M. (WITH) Kabernagel, Jr. 115 Marburth Ave., 4
I. F. (Lord Balto. Candy & Tobacco Co.) Kartman 119 W. Pratt, 1
Rennert H. (Binko Photo Labs) Kane 5927 Walther Ave., 6
Thomas J. (Johnson & Johnson) Kelly 1339 Meridene Drive, 12
Milton J. (E. L. Patch Co.) Keppler,
Concord Hall Apt. 22, Concord Ave., Cambridge, 38, Mass.
Robert B. (Howard Dg. & Med. Co.) Kettlewell 601 Dunkirk Rd., 12
Walter C. (F. A. Davis & Sons) Kirwan 1530 Stonewood Road, 12
Harry A. (J. B. Williams Co.) Kunkel, Jr. 5200 Gwynn Oak Ave., 7

Howard C. (J. J. Lamkin Son) Lamkin 1337 W. Lombard St., 23
Ben (Pepsi Cola Bottling Co.) Lapides 400 Key Highway, 30
Morton (Suburban Club Carb. Bev. Co.) Lapides
1838 N. Patterson Park Ave., 13
A. G. (Eli Lilly Co.) Leatherman 2 Ridge Road, 28
Charles B. (Muth Bros. & Co.) Leonard RFD No. 1, Randallstown, Md.
Philip (Loewy Drug Co.) Levin 1120 N. Chester St., 13
Louis (Meadowgold Ice Cream) Levy 3311 Shelburne Road, 8

Frederick W. (Abbott Dairies) Lindsey .. 3613 Woodlea Avenue, 14
Henry W. (Allen Sons & Co.) Loock .. 14 E. Lombard St., 2
Kenneth F. (S. F. Whitman & Son) Love .... 111 Enfield Road, 12

William C. (Emerson Drug Co.) McKenna 3902 Hadley Sq. West, 18
Charles A. (Binko Photo Labs.) Maranto 2819 Onyx Road, 14
Carl C. Manchester 401 Allegheny St., Hollidaysburg, Pa.
Alexander M. (Amer. Dg. Fire Insurance) Mayer 3335 Dolfield Ave., 15
Milton L. (Eli Lilly Co.) Meisner 1426 G St., N.W., Wash., 5, D. C.
Israel (Barre Drug) Mendelsohn .....3926 Penhurst Ave., 15
Andrew W. (Standard Distilleries) Merle... 401 Overhill Road, 10
L. Dudley (Miller Drug Sundries) Miller ...105 W. Redwood St., 1
Kenneth L. (H. B. Gilpin Co.) Mills ... 227 Stanmore Road, 12
Frank R. (Muth Bros. & Co.) Mills ... 5806 Gwynn Oak Ave., 7
Thomas F. (Insurance) Mullen 1600 N. Calvert St., 2
Marvin E. (B. C. Headache Powder) Murph . 5619 Wayne Ave., 7
Edward S. (Muth Bros. & Co.) Muth, Jr. . 212 Murdock Road, 12
Joseph L. (Muth Bros. & Co.) Muth .... 207 Hollen Road, 12

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Samuel (Meadowgold Ice Cream) Nadisch . 1736 E. Pratt St., 31
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Harry K. Oliver .... 3716 Ellerslie Ave., 18

Wilmer (Loewy Drug Co.) Parker 902 Russell Ave., Salisbury, Md.
Roy O. (H. B. Gilpin Co.) Peterson,
Inglewood, College Ave., Ellioctt City, Md.
Lane E. (Overbrook Egg Nog Co.) Peterson 32 S. Hanover St., 1
Gordon L. Phillips (Sealright Co., Inc.)
1041 Morgan Ave., Drexel Hill, Pa.
Robert W. (Meadowgold Ice Cream) Pines.. 1726 E. Pratt St., 31
Edward W. Piper . .... Montrose Ave., 12
Frederick H. (Owens Illinois Glass Co.) Plate
611 E. Seminary Ave., 4
William A. (Borden Ice Cream) Pokorny ..... 309 Gralon Road, 28
Herman C. (Julius Schmid, Inc.) Praetorius 3518 Rolling Road, 7
John H. (Plough Sales) Price .... 3007 Christopher Ave., 14
Charles P. (McDowell, Pyle Co.) Pyle .... 221 W. Pratt St., 1

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Roy T. (F. A. Davis & Sons) Rayne,
925 Riverside Road, Salisbury, Md.
H. Sheeler (E. B. Read & Son) Read .. 5505 Fernpark Ave., 7
Ralph E. (Eli Lilly Co.) Reynolds .. 703 Chapelgate Lane, 29
George B. (Muth Bros. & Co.) Rider ...... 3202 Westfield Ave., 14
Brant E. Roberts .... 101 W. 29th St., 18
Martin (Loewy Drug Co.) Rochlin . 5023 Sunset Road, 15
Louis M. (Nat'l. Pharm. Mfg. Co.) Rockman 5005 Pembridge Ave., 15
Morris J. (Nat'l. Pharm. Mfg. Co.) Rockman 3702 Copley Road, 15
Laurance A. (Hendler Creamery) Rorapaugh 609 Meyers Drive, 28
Stephen (Taft, Warren & Taft) Rosenstein 124 South St., 2
Ralph (Eversharp Schick) Rothe ..... 1100 Frederick Ave., 28
Maurice Rovner ....4304 Park Heights Ave., 15

Marcus (Meadowgold Ice Cream) Satou 3300 Springdale Ave., 16
Robert M. Searles .... 469 Blodgett St., Manchester, N. H.

Joseph A. (Eli Lilly Co.) Senger ...... 6513 Sefton Ave., 14
M. Martin (Parkville Photo Supplies) Settler 7719 Harford Rd., 14
Arthur W. (Parke, Davis & Co.) Shay . . Ridgemede Apartments, 10
Michael (Bauer & Black) Shenk, Jr. . 8122 Oakleigh Road, 14
Samuel M. (Armstrong Cork Co.) Sieger . 114 South St., 2
G. E. (Lever Bros.) Skidmore 1321 Warwick Drive, Lutherville, Md.
Allen C. (Bauer & Black) Smith
1010 Fairway Ave., Glen Burnie, Md.
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STATEMENT REQUIRED BY THE ACT OF AUGUST 24, 1912, AS AMENDED BY THE ACTS OF MARCH 3, 1933, AND JULY 2, 1946 (TITLE 39, United States Code, Section 233) SHOWING THE OWNERSHIP, MANAGEMENT, AND CIRCULATION OF

MARYLAND PHARMACIST, published monthly at Baltimore, Maryland for October 1, 1958.

1. The names and addresses of the publisher, editor, managing editor, and business managers are:

Publisher: Maryland Pharmaceutical Association, 650 W. Lombard Street, Baltimore 1, Maryland.
Editor: Joseph Cohen, 650 W. Lombard Street, Baltimore 1, Md.
Managing Editor: Joseph Cohen, 650 W. Lombard Street, Baltimore 1, Md.
Business Manager: Joseph Cohen, 650 W. Lombard Street, Baltimore 1, Md.

2. The owner is: Maryland Pharmaceutical Association, 650 W. Lombard Street, Baltimore 1, Md.

3. The known bondholders, mortgagees, and other security holders owning or holding 1 percent or more of total amount of bonds, mortgages, or other securities are: None.

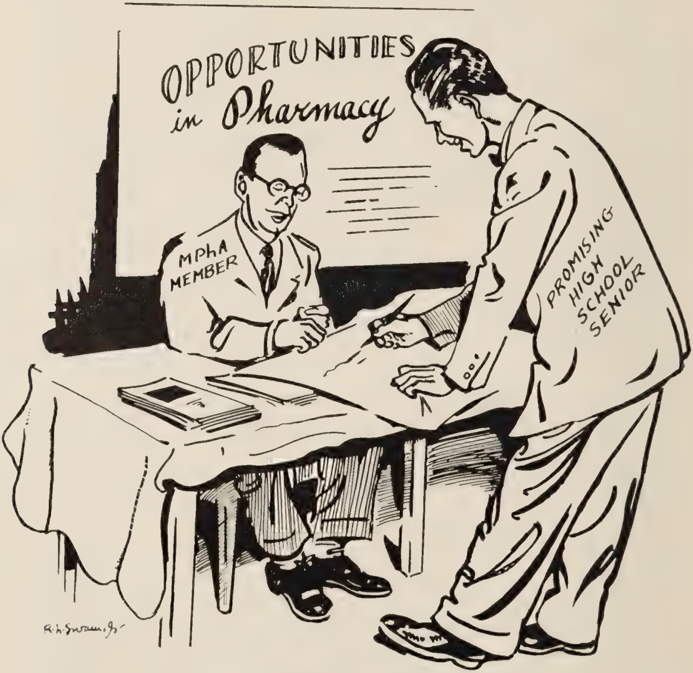
4. Paragraphs 2 and 3 include, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting; also the statements in the two paragraphs show the affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner.

JOSEPH COHEN,
Editor

Sworn to and subscribed before me this 1st day of October, 1958.

NATHAN I. GRUZ

My Commission expires May 4, 1959.



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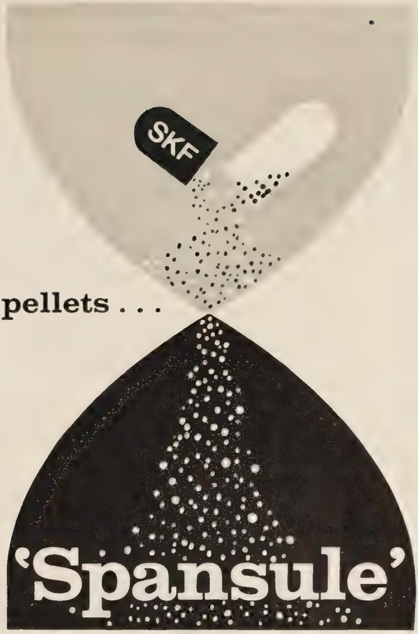

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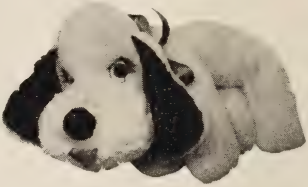

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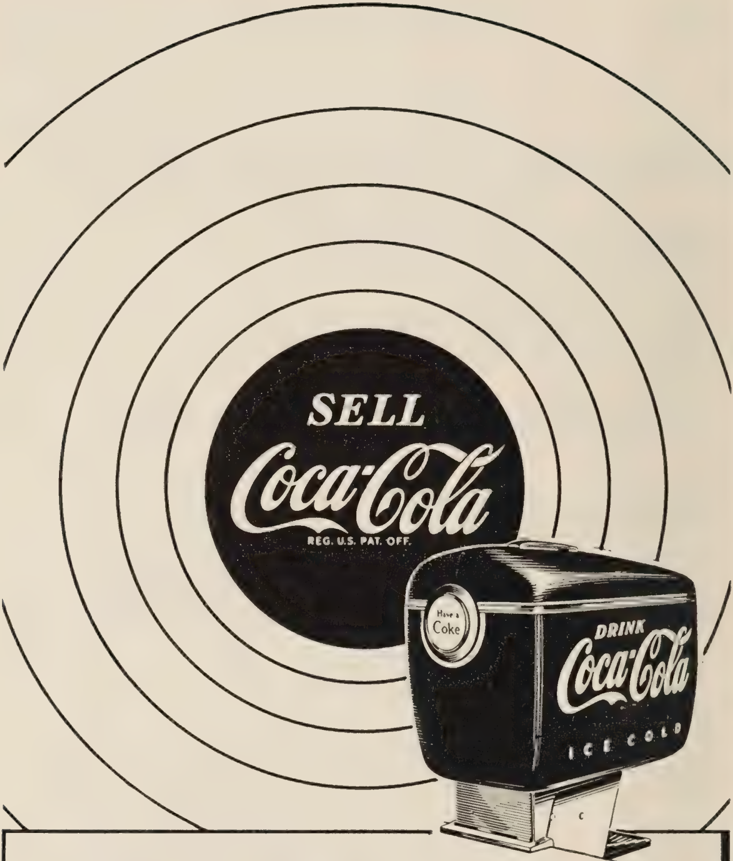
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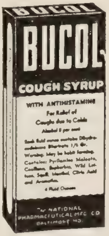
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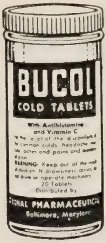
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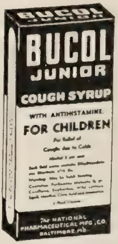
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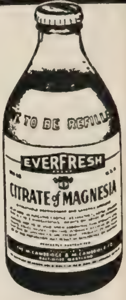

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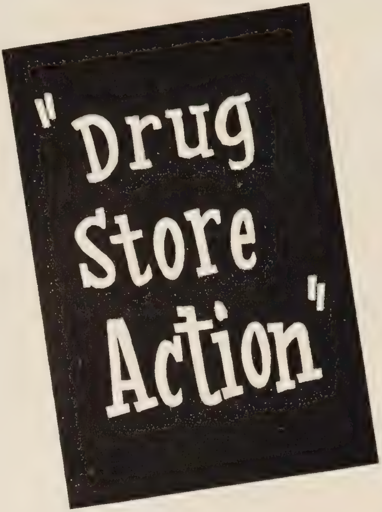

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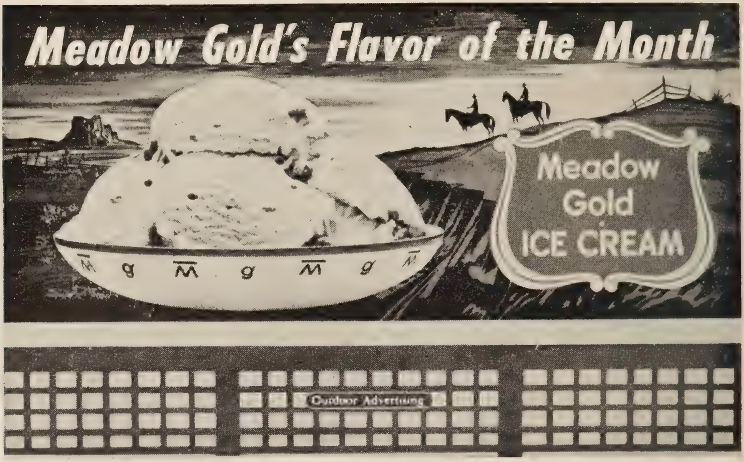
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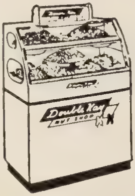

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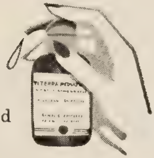

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Pabalate®-Sodium Free
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Pabalate®-HC
☐ Tab. 100's ☐ Tab. 500's

Robaxin®
☐ Tab. 50's ☐ Tab. 500's

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threatened and habitual abortion

and dysmenorrhea

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LUTREXIN, orally administered, appears in the blood stream within thirty minutes and specifically relaxes uterine muscle contractions (as in the accompanying tracing).

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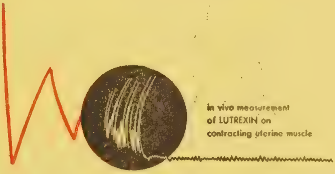
1. Bryant, H. H.: to be published.
2. Majewski, J. T. and Jennings, T.: Obstetrics & Gynecology, Vol. 5, No. 5, 1955.
3. Majewski, J. T. and Jennings, T.: Obstetrics & Gynecology, Vol. 9, No. 3, 1957.
4. Hardy, E. D.: to be published.
5. Jones, G. S. and Smith, F.: Am. J. Obstet. Gynecol., Vol. 67, No. 3, 628-633, 1954.
6. Jones, Scott S.: Northwest Medicine, Vol. 54, 1253-1254, 1955.



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of LUTREXIN on
contracting uterine muscle

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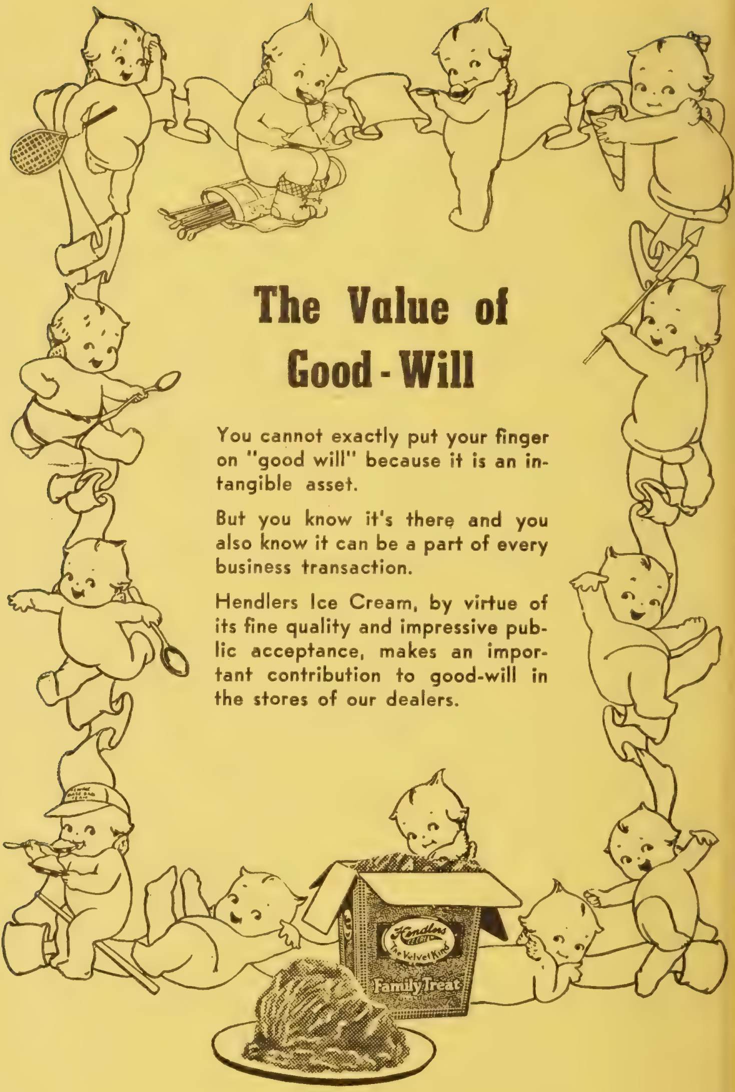

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First name in ice cream
for over a half-century

THE MARYLAND PHARMACIST

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PRACTICAL • PROGRESSIVE • PROFESSIONAL

OLUME XXXIV NOVEMBER, 1958 No. 2

"Seasons Greetings"
All Best Wishes
for a
Merry Christmas
and
Happy New Year

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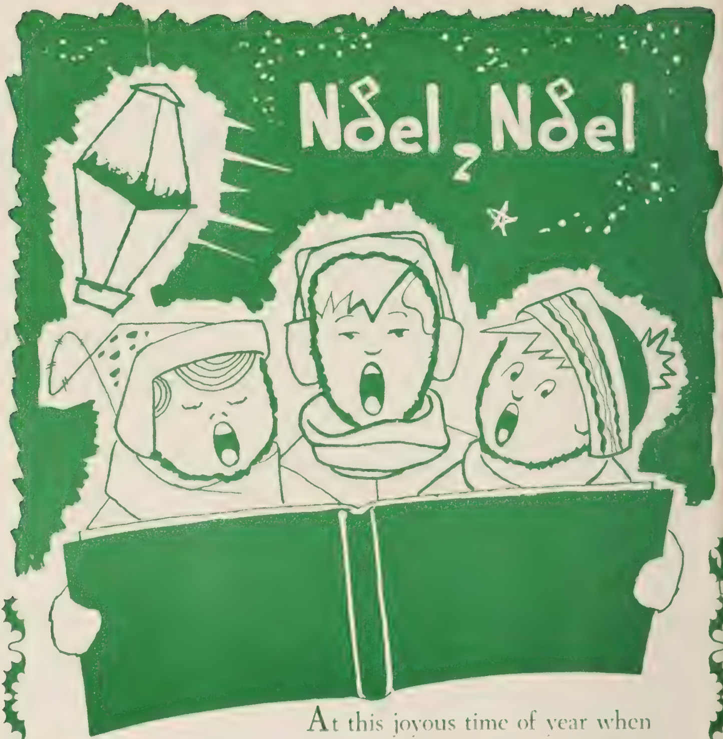
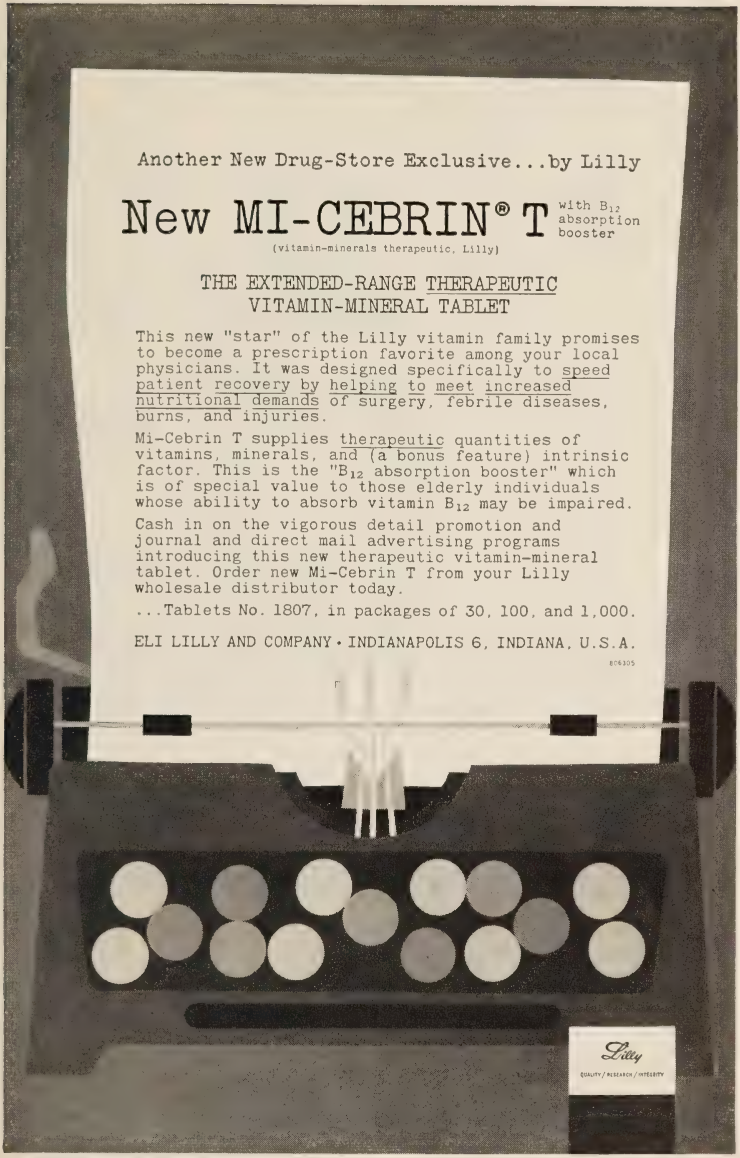


At this joyous time of year when good friends like to get together—to exchange warm greetings—we, the people at Noxzema, would like to wish our friends, the druggists of Maryland, an especially

Merry Christmas...

and a *Happy New Year*

NOXZEMA CHEMICAL COMPANY
BALTIMORE 11, MARYLAND



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Nicotinamide (niacinamide)	100 mg.
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33058

The Maryland Pharmacist

MARYLAND PHARMACEUTICAL ASSOCIATION

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. . . Editorial . . .

Season's Greetings

As 1958 inevitably draws to a close, we should pause in our labors and count our blessings. We should also reflect pensively on the 1958 chapter of our own Book of Life. That we are a year older is sure. But are we a year wiser? Let's take a look at the record.

Last year about this time, we were fraught with fear and misgiving. The Russians had beat us to the draw in the field of Atomic Energy and its many ramifications. Sputniks and rumors were flying both in outer and inner space. The press was full of criticism as to our complacency and shortcomings. War was threatening on many fronts.

We have come a long way during the year 1958. Although the "Cold War" has remained a seething cauldron of unrest, we have managed to keep it under control beyond the stage of localized skirmishes. These conditions, however, are troublesome and serious. They should not be minimized. But we should be thankful that these "incidences" have not erupted into a "hot" conflagration of worldwide dimension.

Our institutions of learning were aroused to a high pitch of scientific research in the nuclear field. The youth of our country are taking a keener interest in the sciences. Progress in developing atomic submarines, missiles and airplanes is indeed convincing. It is evident that the United States is meeting the challenge with celerity. An attitude of assurance and confident optimism prevails again with a sense of cautious awareness.

Economically the year started on the minus side. Business was off. For fear of being too drastic, the word "recession" was used instead of depression. Many were asking: "Is this it? Is this the end of the era of prosperity?" Many factors were involved, too complex and lengthy to report here.

The federal government rose to the occasion instituting stopgap measurers which proved the soundness of our democratic system of government. After the first quarter of 1958, the recession was halted and steady recovery noted. At year's end, we can truthfully say that 1958 was a good year all around, and especially so for the drug business. There are some exceptions of course. There has always been exceptions, but in the aggregate the figures will show that the drug business made progress.

As we approach the eve of a new year, we must neither brood nor complacently glory in the past. We must set our sights on tomorrow's horizon with renewed vision and vigor if we hope to hold our gains or improve our lot. The eternal struggle for existence knows no resting place.

Three major problems confront Pharmacy in the immediate future. Your very future depends on how these issues are resolved. Therefore, it is needless to remind you to put forth every effort to assist organized Pharmacy whenever called on to do so. The results will depend on your cooperation.

Uppermost is the controlled sale of drugs and medicines. There is no question that today's remedies are potent preparations, especially those that carry cautions. Otherwise the Food and Drug Administration would not require cautions to be so specifically stated. It is reasonable, therefore, to require the dispensing of such preparations under the supervision of a pharmacist, trained and skilled in the proper handling of drugs and medicines for the ultimate protection of the public health. Our Board of Pharmacy and the Division of Drug Control should be encouraged to devise ways and means to confine the sale of drugs and medicines to those qualified, licensed and supervised to do so.

Secondly is the matter of Fair Trade. Fair Trade has been the greatest boon to small business through the years since its inception in 1931. Without it, we are doomed to the fate of the small grocer and others who were forced out of business because they could not compete with the chaotic price cutting of supermarkets and discount houses. It will be necessary to fight for Fair Trade with every ounce of energy. It is urgent that a federal Fair Trade Bill be passed in the 86th Congress. Your individual help will be needed.

Third is the encroachment of the welfare state on private enterprise. Attempts will be made in the new Congress to extend Social Security benefits to include drugs. Plans are now under way to include prepayment of drugs under Blue Cross and Blue Shield. Those of you who have had experience with welfare prescriptions know what to expect if these services are expanded. Be alert to these changes.

In government, in politics, in business, and yes, in a profession, we must all have voice, but instead of a polyglot babble, let us raise our voices in a chorus of cooperation and accomplishment.

Let us pause at this joyous season of the year to reaffirm our faith in God and each other.

Season's
Greetings
from
the
Traditional
Favorites

TONIC MIXER
Schwep
QUININE WA
SPARKLING
Pepsi-Cola
12 FL. OZ.
Suburban Club
INGER AL
Squirt
NON FATTENING
SUGAR FREE
½ QUART
GINGER
IM-LINE
NGER

PRESIDENT'S MESSAGE

CONTROLLED SALE OF DRUGS

Frank Block, President, Maryland Pharmaceutical Association

The Maryland Pharmaceutical Association adopted the following resolution at its last Annual Convention held in June, 1958 at Atlantic City:

> RESOLVED, that the incoming officers be urged to consider ways and means of bringing the distribution of drugs and medicines more sharply within the orbit of professional pharmaceutical service, as such action might tend to elevate professional pharmacy in the estimation and esteem of the public, and also influence the public to differentiate in favor of pharmacists in their purchase of drugs, medicines, and related health care supplies.

The controversy that is taking place all over the country regarding the regulation of the sale of Drugs and Medicines is a very serious one. It is not merely a matter of restrictive sales, as is implied by the Proprietary Association, but the very life of Pharmacy is at stake. Certainly, no one can argue against the fact that the Pharmacist is a professional man trained rigidly in the art and knowledge of drugs, medicines and therapeutics. This is further attested to by the State which demands that he be examined as to his proficiency and licensed. Time and progress have changed many things, therefore, precedents established in the past are not necessarily true today—no more than the acceptance of a barber as a surgeon would be in this era.

The labeling of medicinal preparations as to formula, directions, and cautions are clear as prescribed by law and are understood by the Pharmacist—not by the Public. Advertising methods and claims that are responsible for the sale of these products are misleading and dangerous appearing with such copy as—"Tired Blood", "Half a Woman", "Gray Sickness", etc.—oftimes delay the public seeking proper treatment because of the implied promise of a cure. In this area I would say that our Governmental Agencies are responsible for not paralleling protective legislation in the field of advertisement to guard the public as they do in labeling.

The Pharmacy is the only proper distributing agency for Drugs and Medicines. The safeguarding of Public Health is entrusted to Physicians, Pharmacists and Drug Manufacturers and violation of this trust should not be tolerated.

How can Pharmacy resolve itself in the critical situation it finds itself?

Surely, some of the blame will have to be assumed by Pharmacists themselves, which brings me to this conclusion, that in order to be accepted by the public as to their sole custodian of drugs and medicines we must redefine Pharmacy itself. How far can we turn away from Pharmacy and still be Pharmacy? Where is the point of no return?

The new modern so called "Super Drug Stores", are in reality Department Stores with the extra benefits that Pharmacy give them, such as—Professional aspects and a seven day license to sell. This trend or pattern has reached such proportions that it becomes mandatory for Pharmacy to make definite decisions to justify its existence or there will be no Pharmacy. There must be a positive revaluation of what constitutes a Pharmacy. Certainly, no one by the furthermost stretching of the imagination can justify departments such as clothing, kitchen utensils, hardware, household wares, etc.

I have no objections to the development of Super Stores as such, but I do object, most strenuously to the using and abusing of Pharmacy to gain these benefits. I firmly believe that there must be a clear cut definition of what constitutes a Pharmacy, recognizing to a degree certain items and allied departments regularly associated and accepted as a part of Pharmacy.

Super Stores operating as Pharmacies should be compelled to separate what constitutes Pharmacy as a completely self contained unit that should be governed by Pharmacy Laws and the other area by existing Trade Laws. This would eliminate the strongest argument against controlled distribution of drugs, which is that there is no difference between the sale of such items in **any** Super Store and the unsupervised sale in a Super Drug Store.

Economics of such operations would stabilize themselves. The Health and Welfare of the Public should be the prime consideration above all else—one thought must be paramount—the Dollar "$" sign must not replace the "Rx" sign.

RESINOL Formula
for relief of itching
now, *also* comes in a
GREASELESS BASE

NOW, by popular demand there is RESINOL GREASELESS. Base is new, but it's the same famous remedy for itching of eczema, pimples, diaper rash, chafing, chapping, minor rectal discomfort. Greaseless, stainless, washable, and packaged in a handy tube. Almost flesh color—can be used freely. Hides skin blotches as it soothes.

Stock, push, sell Resinol Greaseless. Your customers will appreciate the benefits of this fine new product. Alert your clerks to Resinol Greaseless, place it on your "want list" today. Retails for $.75 and at full list price, your minimum profit will be 33⅓%.

Regular Resinol Ointment, packaged in the white opal jar, contains lanolin. It is suggested specially for dry skin.

Order both from your wholesaler

RESINOL CHEMICAL COMPANY
Baltimore 1, Maryland

May the joyous spirit
of the Christmas season
ring in your heart all
the year 'round.

HOTEL *Emerson*

WILLIAM E. STUBBS, Jr.
V. P. and Genl. Mgr.

. . . Fair Trade News . . .

CONGRESSIONAL PREDICTIONS OF SUCCESS SPUR SMALL BUSINESS IN ITS FIGHT FOR NATIONAL FAIR TRADE LAW

Congressional predictions that success in the fight for a national fair trade law can be achieved will spur the mobilization efforts of the nation's small businessmen toward passage of the legislation in the 86th Congress, according to Dr. John W. Dargavel.

Dr. Dargavel said the predictions were made by Senator Hubert Humphrey (D., Minn.), Chairman of the Sub-Committee on Retailing, Distribution and Fair Trade Practices of the Senate Small Business Committee, and Representative Oren Harris (D., Ark.), Chairman of the House Interstate and Foreign Commerce Committee, at the recent annual convention of the National Association of Retail Druggists.

Both Senator Humphrey, author of the Humphrey-Proxmire Bill and Representative Harris, author of the Harris Bill which would make fair trade the law of the land, said that they would re-introduce their bills when the new Congress convenes.

Senator Humphrey told the NARD convention that dedicated work in behalf of a national fair trade act "was now reaching the point where the reward is in sight."

The Minnesota Senator continued, "I will re-introduce early in the forthcoming session of Congress my national fair trade bill. As public hearings on the measure have been completed in the House and nearly so in the Senate, there should be no great obstacle to early consideration of the measure by the Congress. Thus, success in your fight for the revitalization of fair trade competition seems to be much closer than many of you realized."

He called on the druggists to "seek and obtain in this endeavor the help of all other small businessmen whose competitive futures are jeopardized by the decline of fair trade competition. This means personal contact with all other retailers in your local communities, service station operators, jewelers, grocers, appliance dealers, variety shops, and the host of others who have a stake as great as yours in the proposed legislation."

Speaking before the same convention, Rep. Harris pledged that he would re-introduce his bill in the House when the 86th Congress gets under way. "I shall proceed as expeditiously as possible with the consideration of fair trade legislation."

Rep. Harris noted that the Sub-Committee on Commerce and Finance of the House Interstate and Foreign Commerce Committee which held hearings on the Harris Bill, not only reported the bill favorably to the entire Committee but revised the proposed legislation "to remove all doubts and ambiguities and strengthen it on constitutional grounds."

The Congressman paid tribute to Rep. Peter F. Mack, Jr., (D., Ill.), Sub-Committee chairman, who "conducted the hearings in a very fair and expeditious manner. All witnesses who desired to testify either for or against the bill were given this opportunity. Even after the close of the hearings, Mr. Mack permitted all who desired to file statements to do so by May 30," Rep. Harris commented.

After reporting the substantial progress made in the 85th Congress, Rep. Harris said of the forthcoming program to enact a national fair trade law, "It will be an uphill fight. But I am confident we can win."

In the light of Congressional progress, Dr. Dargavel renewed his call for "the greatest outpouring of letters to, and maximum personal contact with legislators. Members of every interested industry have been alerted to make their feelings known to Congress so that there can be no doubt in the minds of

Here's what's newest in pediatric vitamins!
Better order now

good
new pediatric formula

VITERRA PEDIATRIC

each 0.6 cc. contains:		MDR† Infants	Children
A (synthetic)	5000 U.S.P. Units	333%	167%
D (Calciferol)	1000 U.S.P. Units	250%	250%
B_1 (Thiamine)	1 mg.	400%	133%
B_2 (Riboflavin)	1 mg.	167%	110%
B_6 (Pyridoxine)	1 mg.	††	††
B_{12} (Cyanocobalamin)	1 mcg.	††	††
C (Ascorbic Acid)	50 mg.	500%	250%
Niacinamide	10 mg.	200%	133%
Panthenol	2 mg.	††	††

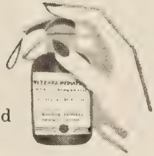
In a d-sorbitol base for better Vitamin B_{12} absorption.

†Minimum daily requirement.

††Minimum daily requirement has not been established.

Dosage: 0.6 cc. or as directed by physician.

new metered Flo-pack design measures exact pediatric dosage. Sealed against contamination and loss of potency.



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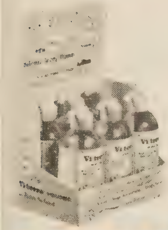
wonderful
convenience for mothers

- no dripping
- no spillage
- no spoilage
- no leakage
- no need for refrigeration
- YES! delicious orange-y taste



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METERED FLO-PACK

IN 50 CC. BOTTLES

ROERIG Rx NEW YORK 17, N. Y. | DIVISION, CHAS. PFIZER & CO., INC. SCIENCE FOR THE WORLD'S WELL-BEING legislators that small business deeply believes a national fair trade law is urgently needed."

DARGAVEL WARNS WHOLESALERS OF CUSTOMERS LOSS UNLESS NATIONAL FAIR TRADE LAW IS PASSED

Says All-Out Mobilization Can Lead to Victory In Congressional Campaign For Proposed Legislation

Stern warnings that drug wholesalers face a loss in the number of their customers within the next two years unless a national fair trade law is passed were issued by Dr. John W. Dargavel, executive secretary of the National Association of Retail Druggists and chairman of the Bureau of Education on Fair Trade.

Speaking before the National Wholesale Druggists Association Annual Convention at the Americana Hotel. Dr. Dargavel said, "if fair trade does not become the law of the land. the future will find the wholesale druggist with fewer customers to serve. And that dismal future could begin before the NWDA convenes for its 1960 Annual Convention.

"I say it could begin. I can also say that you have it within your own power to help prevent the blight which such a future could promise for you, and for my members who are your customers, for all the distributive trades. for small business, for the American economy," he continued.

The NARD executive secretary noted the number of bills which are introduced in Congress with only a few being enacted into law. "One of the new statutes can be a Federal fair trade law—if we exercise to the full extent the right of petition guaranteed under the constitution," he commented.

Citing the need for a continuing momentum of public interest in proposed legislation as a pre-requisite for Congressional passage, Dr. Dargavel said, "Nothing can beat people to develop the required momentum. We've got the people, but we have to get them to act. There are some 10 million Americans who comprise the small business community of the United States. They are retailers, wholesalers and manufacturers and their families and their employees. Let's reduce the 10 million figure to, say, 1 million. This is the minimum number of retailers who handle and sell branded merchandise. They are overwhelmingly in favor of fair trade. If only 10 per cent of this million do all they should, and can, to register their support of Federal fair trade with their representatives and senators, then fair trade will, I am confident, become the law of the land before the next president of the United States is elected.

"It is their job, and my job, and your job to mobilize fair trade's supporters for effective action," Dr. Dargavel continued. "We must, we urgently must, make it crystal clear to our representatives and senators that we profoundly believe that fair trade means our survival . . . means the survival of small business in America. We must communicate to them the sincerity of our conviction and the strength of our purpose. I do not believe that Federal fair trade can fail if we succeed in so doing."

Dr. Dargavel took issue with those who contend the proposed Federal fair trade legislation is doomed to failure by saying, "Back in 1951, we were told by those who know everthing in Washington that the McGuire Bill (an enabling bill allowing fair trade to operate in interstate commerce among states having fair trade laws) didn't have a thousand-to-one chance. The bill passed the House by 196 to 10, passed the Senate by 64 to 16, and was signed by the President."

JOHNSON & JOHNSON WINS F.T. VICTORY

Johnson & Johnson has obtained compliance with its Fair Trade prices through a settlement of its law suit against Hess Brothers, Inc., an Allentown, Pennsylvania department store.

In a settlement approved by United States District Court Judge John W. Lord, Jr., Hess Brothers agreed to maintain Fair Trade prices on all fair traded products manufactured and sold by Johnson & Johnson.

The suit was brought by the manufacturer of surgical dressings, baby and allied products in the U. S. District Court for Eastern Pennsylvania.

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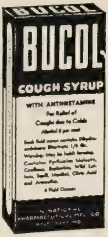
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WITH ANTIHISTAMINE

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COLD TABLETS
With Antihistamine and Vitamin C
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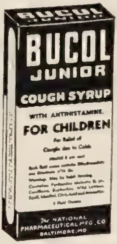
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School of Pharmacy, University of Maryland, News

ALUMNI ASSOCIATION OF THE SCHOOL OF PHARMACY, UNIVERSITY OF MARYLAND

ANNUAL ALUMNI FROLIC

The Tenth Annual Frolic of the Alumni Association of the School of Pharmacy, University of Maryland was held at the Straus Auditorium, Park Heights and Slade Avenues, Baltimore, on November 6, 1958. Persons attending included students, their parents and friends, faculty members, fraternities, sorority and alumni, numbering more than 600—a happy and friendly group.

The entertainment consisted of eight competitive skits by the fraternities, sorority, and also by individuals and groups. Dr. Frank J. Slama and Mr. Philip J. Levine, members of the Entertainment Committee, and teachers in the School of Pharmacy, supervised the presentation of the skits.

President Samuel Portney welcomed the guests and awarded the prizes. Victor H. Morgenroth, Jr., as General Chairman, assisted by Solomon Weiner, was Master of Ceremonies.

The following captured the prizes, with the resounding applause of the students and their friends:

Phi Delta Chi Fraternity—First cash prize and the Bernard Cherry Cup for one year;

Phi Alpha Fraternity—Second Cash Prize;

Newman Club—Third Cash Prize;

The Belladonnaires (Vocal and Orchestra)—The First Cash prize for special presentation.

Bernard Cherry presented the Cherry Cup to a representative of the Phi Delta Chi Fraternity.

Dean Noel E. Foss thanked the Alumni Association for providing the Frolic for the enjoyment of the students and their friends.

The judges selecting the prize winners were Past Presidents of the Alumni Association:

Mr. H. Nelson Warfield
Mr. Gordon A. Mouat
Mr. Francis S. Balassone

Music for dancing was furnished by The Men of Note Orchestra.

Refreshments were served by the Place and Arrangements Committee. Sam A. Goldstein, Chairman. The refreshments are always popular with the students and their friends. Ice cream was provided by the Meadow Gold Company and cookies by the Austin Packing Company. Coca Cola, hot dogs and doughnuts were also served.

Door prizes were provided by the H. B. Gilpin Company, Muth Brothers and the Loewy Drug Company for those holding the lucky numbers.

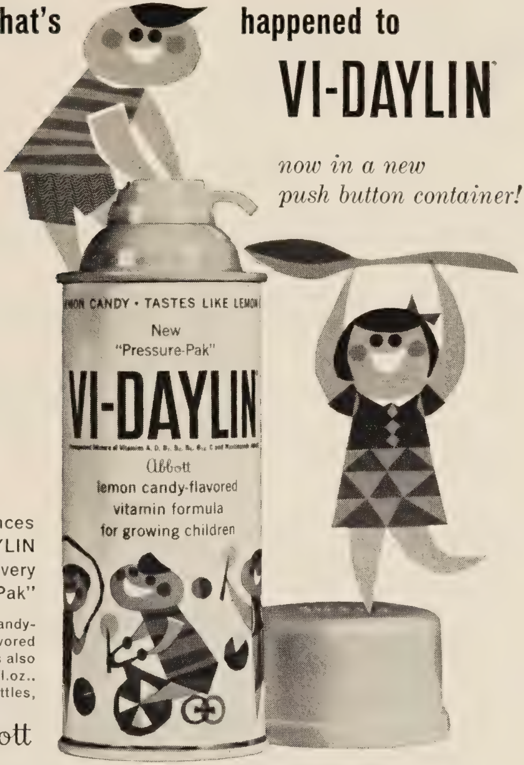
The following members of the Alumni Association assisted with the registration of guests as they entered the hall, and with the distribution of gifts:

Morris L. Cooper, Irving Cohen. Solomon Weiner, George Stiffman. James P. Cragg, Jr., Morris Rockman. and others.

The Valentine Dance of the Alumni Association is scheduled for February 12, 1959, at the Emerson Hotel. Milton A. Friedman as Chairman and George Stiffman, Co-Chairman, are planning for the solicitation of advertisements and articles for the Souvenir Program.

Look what's happened to VI-DAYLIN

now in a new push button container!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New
"Pressure-Pak"
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Abbott
lemon candy-flavored
vitamin formula
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12 fluidounces of VI-DAYLIN in every "Pressure-Pak"

Lemon candy-flavored VI-DAYLIN is also supplied in 3-fl.oz., 8-fl.oz. and pint bottles,

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No mess . . . no waste . . . no sticky cap. All Mom does is press the button, and golden VI-DAYLIN fills the teaspoon!

FASCINATES YOUNGSTERS!

Children of all ages delight in serving their own daily doses of VI-DAYLIN from the new "Pressure-Pak." It even softens up "won't takers" at vitamin time.

COLORFUL COUNTER DISPLAY!

The new VI-DAYLIN "Pressure-Pak" comes with a bright, gay counter display self-shipper to help you sell VI-DAYLIN to parents and youngsters alike. Set it up, and watch your VI-DAYLIN sales soar!

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FATS USED AS DRUGS

by B. F. Allen*

It has been reported that differences in the frequency of coronary heart disease appears to be closely correlated with the average serum cholesterol concentration. The common fats that predominate the American diet have a powerful tendency to raise the serum cholesterol level. Atherosclerosis, a thickening and fatty degeneration of the inner coat of the arteries, is a major killer and high cholesterol blood levels are associated with it.

Many nutritional scientists believe that while most fats raise the blood cholesterol, certain oils that are high in essential unsaturated fatty acids reduce high blood cholesterol. The mechanism of their action, as postulated by some workers, is that the unsaturated fatty acids improve the mobility of the cholesterol, thus retarding its deposition in the blood vessels.

In general fats that are rich in unsaturated fatty acids are usually of vegetable origin and are liquid at room temperature. Linoleic acid is an example of an important, essential unsaturated fatty acid. It is found in high percentages in safflower (76%), sunflower (63%), corn (57%), soybean (51%), and linseed oil (19-½%).

The safflower is a thistle like herb with seed heads and seeds that resemble a small sunflower. It has been used as a food in India and certain parts of Europe. These seeds have even been found in the graves of the Pharaohs, indicating the plant was known many years ago. The plant is now grown on a large scale in the U. S. and the oil is pressed from the seeds.

Recently, statements have appeared that some medical experts want further proof on the role played by the unsaturated fatty acids in preventing or modifying the condition known as atherosclerosis. Also, the A. M. A. Council on Foods and Nutrition has stated that present evidence does not justify widespread prescription use of these items.

Pyridoxine is often found as an ingredient in these preparations since it is considered essential for the utilization of linoleic acid in the body. Niacin in large doses has been reported as having a blood cholesterol reducing action. It has also been observed that the oral administration of neomycin has resulted in a lowering of serum cholesterol.

The extensive use of essential unsaturated fatty acids in pharmaceuticals has led to the appearance of polyunsaturated fatty alcohols. These alcohols are considered digestible and non-

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*Associate Professor of Pharmacy, School of Pharmacy, University of Maryland

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THE HENRY B. GILPIN COMPANY

FULL LINE OF PHARMACEUTICALS . . . Daily delivery, plus Emergency Delivery Service; Pharmaceutical Information Service covering new and established products, dosage, size, use and price.

FULL LINE OF PROPRIETARIES . . . Deal Information, pricing, stock control.

SUNDRIES, GIFTS AND COSMETICS . . . Christmas Gift Show and Gifts Galore promotion; wide selection of fast moving merchandise; full line of cosmetics.

STORE PROMOTION AND DESIGN DEPARTMENT . . . Full time store design staff—exteriors, interiors, remodeling, display, traffic control.

EASY ORDER CHECKING . . . Clear, legible Univac invoices accompany every order.

GILPIN TIPS . . . Weekly, printed clearing house of Rx News, price changes and deal information.

DAILY TELEPHONE ORDER SERVICE . . . Staff of experienced salespeople to handle telephone orders fast!

WEEKLY SALESMEN'S CALLS . . . Stock checking, help with inventory control, deal and product information.

Prescriptions Rx

Full line—full service means full profit to the pharmacist

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Established 1845

toxic, they offer ways to formulate products which are more stable and resistant to rancidity than the corresponding free fatty acid. Through digestion they are converted to the acids before utilization.

The methyl and ethyl esters of some of these unsaturated fatty acids are making their appearance. However, at the present they are only being used in external preparations. Recently, inquiries about an ointment containing Vitamin F99 have been made. This is a European product containing ethyl esters of linoleic and linolenic acids.

The following pharmaceuticals[1] are available based on "essential" unsaturated fatty acids:

ALESTROL[2] (cap)
ARCOFAC[2] (emul)
ATHEROL[2] (cap)
ATHEROXIN[2] (liq)
BECHOLINE[2] (liq w/choline, etc)
E.F.A.[2] (emul w/lecithin)
EMDEE (margarine w/vits)
LENIC (cap) (cap w/niacin) (cap w/ niacinamide, vits, minerals, etc)
LES-I-THIN (gran)
LINODOXINE[2] (cap, emul)
LINOLEIC ACID[2] (cap w/vit E)
LUFA[2] (cap w/choline, vits, etc)
MYCINOL IMPROVED[2] (cap w/vits, minerals, etc)
SAFF (emul)
SAFF-LO (liq)
SAFFLOWER OIL (cap)
SAFFOLA OIL (liq)
SAFFLOR (cap)
SAFFOLIN[2] (cap w/vit E)
SAFPLEX[2] (emul w/vit E)
WATE-ON (emul, tab w/niacinamide, etc)

---

[1] All products contain unsaturated fatty acids or oils (some with added ingredients)
[2] All products contain pyridoxine (vit B-6)

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Double Kay NUT SHOP DEPARTMENT ®

The leading drug store owners in your state will tell you the Double Kay Nut Shop is producing more sales and profits than any item in the drug store occupying similar space.

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Feature prophylactics of THE manufacturer whose policy is in the interest of the Public and Pharmacy.

Trojans are sold in drugstores exclusively.

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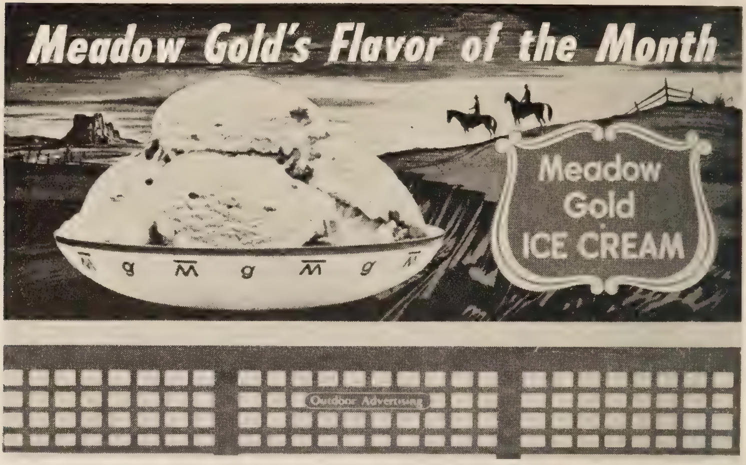
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"Drug Store Action"

"DRUG STORE ACTION"
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2 PROGRAMS WEEKLY
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night 8:05 to 8:30 P.M.

WBAL-TV
Every Friday Afternoon
1:45 to 2:00 P.M.

"Drug Store Action" enlists the support of Maryland's 720 independently owned Drug Stores for approved products advertised on

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Volume 17 NOVEMBER, 1958 No. 4

TAMPA FALL DANCE

The Fall Dance is in history and to say that a good time was had by all would be a tremendous understatement. The Gold Room of the Park Plaza Hotel apparently was designed to accommodate the jovial "TAMPAN's" and their friends. President Muth was given a real workout when, at the last minute, several of his old reliables were detained or called away unexpectedly. Poor Joe not only served as doorman, chief receptionist, and welcoming committee, but he also had to take care of the many other incidentals relative to an affair of this nature. Joe was not found wanting and came through in grand style. Congratulations, Joe, for a job well done!

Ab and Lucille Leathermen took the occasion to continue the celebration of their twenty-fifth wedding anniversary. They were joined in this by the happy and proud members of their family and several close friends. It was an inspiration to many of us who watched Ab and Lucille, as they danced the Anniversary Waltz to the applause and approval of everyone present. Congratulations, Ab and Lucille, and sincere best wishes for many more happy anniversary celebrations.

TAMPA PERSONAL NOTES

Murray Bradley became the proud father of his second son and fourth child. Murray also celebrated a promotion and is now the District Manager of the Columbia Division for Personal Products Corp. Congratulations on both counts, Murray, and best wishes for continued success . . . on both counts!!!

John Gillen became the proud father of a bouncing baby boy, his first. Congratulations to John, and Ann also.

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3 for 50c Retail
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No Change in Prices

Consumer accepted for 30 years

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AQUAPAC—The First and Best in rolled wet Skins

3 for $1.50 Retail
1 Doz. for $5.00 Retail

Consumer Appeal — No Change in Prices

AMERICAN HYGIENIC COMPANY
111 S. Paca Street — SAratoga 7-8328 — Baltimore 1, Md.

-: NEWS ITEMS :-

BLUE CROSS—AN ASSOCIATION SERVICE FOR YOUR CONVENIENCE AND SAVINGS

Among the numerous services, which the Maryland Pharmaceutical Association and the Baltimore Metropolitan Pharmaceutical Association provides for its members, is Blue Cross at considerable savings through its group plan.

The following examples indicate the savings to members on the recently increased rates:

Type Of Coverage	Monthly Rates Non-Group	 Group	Annual Savings To Members
Individual	2.84	2.54	3.60
Parent & Child	5.68	5.08	7.20
Husband & Wife	6.64	6.00	7.68
Family	6.64	6.00	7.68

If any pharmacist or other eligible person is not a member of the Association, this is one of the many concrete reasons for joining now. (Call SA. 7-0746 for further details.)

THE ANNUAL ENROLLMENT PERIOD FOR ASSOCIATION GROUP BLUE CROSS COVERAGE IS JANUARY 1 TO 15

H. C. VAN ARSDALE NWDA PRESIDENT

H. C. Van Arsdale, Executive Vice President of Smith Kline & French *Incorporated*, wholesaling subsidiary of Smith Kline & French Laboratories, today was elected president of the National Wholesale Druggists Association at the group's annual convention here.

A member of the NWDA for 20 years, Mr. Van Arsdale last year served as chairman of the association's Board of Control. He is the fourth Smith Kline & French official to be elected to the NWDA's highest office.

Mr. Van Arsdale has been associated with Smith Kline & French *Incorporated* since 1938. He was elected a Vice President and member of the Board of Directors in 1945, and Executive Vice President in 1950.

HOW IS BUSINESS?

How is business? Don't let it get you down if October 1958 does not come up to the level of October 1957. Remember that was the month of the Asian Flu. Harry J. Knox of Market Research Associates, Inc., specialists in pharmaceutical market research, points out that prescription volume in October is normally about equal to one-twelfth of the total in a normal year. For the country as a whole prescription business in October of 1957 was almost exactly 20% above normal on a prescription count basis. Since many of these prescriptions were for high priced antibiotics it may be presumed that prescription dollar volume was more than 20% above normal in October of 1957.

Mr. Knox points out that there are several methods which can be used for setting up a proper evaluation of October 1958 sales. Probably the simplest and easiest is to establish the trend versus two years ago, i.e., establish a per cent gain or loss as follows:

July 1958 vs. July 1956 .... %
August 1958 vs. August 1956 .... %
September 1958 vs. Sept. 1956 .... %
October 1958 vs. October 1956 .... %

If the two-year-ago comparison is as favorable in October as in the preceding months the pharmacist need not be concerned about failing to match last year's abnormally high level.

Mr. Knox also points out that there was a substantial residue of Asian Flu business in January 1958 and February 1958. Therefore, any pharmacist whose business equals year-ago levels in January or February of 1959 can feel confident that his pharmacy is making progress. This reasoning would, of course, go out the window if another epidemic should occur.

WINTER

REGIONAL MEETING

Maryland Pharmaceutical Association

NEW INDIAN SPRING COUNTRY CLUB

Wheaton, Maryland

Thursday, January 15, 1959

SCHEDULE OF EVENTS

Luncheon
Business Meeting
Panel Presentation:
"Merchandising For Moderns"
Special Program For the Ladies
Dinner

$8.50 per Person for Luncheon and Dinner

Advance Reservations Must Be Made No Later Than January 12th

"Over 55 Years Service To Baltimore Druggists"

Dr. West's Toothbrushes
Davol Rubber Goods
Ace Hard Rubber Combs
Ajax Hard Rubber Combs
Devilbiss Atomizers
Camp Stationery
Lacross Manicure Implements
Millers Forge Manicure Implements
Jones Enamelware
Gillette, Gem, Razors and Blades
Eaton High Grade Stationery
Becton Dickinson Products
Kotex, Kleenex, Modess, Yes
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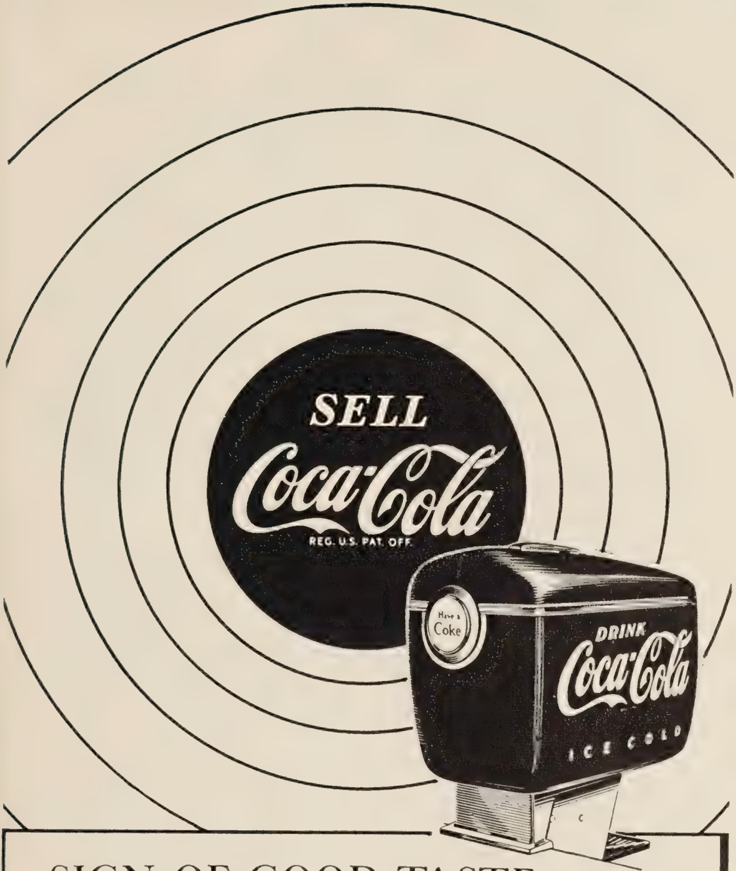
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To realize maximum profits from the most asked-for soft drink in the world, advertise Coca-Cola:

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3. **INSIDE YOUR STORE**
4. **ON YOUR BACKBAR**

PRESIDENT'S MESSAGE

BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION

Dear Fellow Pharmacists:

The Annual Meeting and Election of Officers of the Baltimore Metropolitan Pharmaceutical Association will take place at the Kelly Memorial Building on December 16.

At this meeting, the officers and committees of the Association will report on the activities and the accomplishments of the Association for the year 1958.

The reports per se, perhaps, are of very little importance to the pharmacists of the greater Baltimore area. These reports, however, are important to those who give them because they are the ones who have done the work with a sense of dedication and a feeling of satisfaction.

During my year as President, it has been my privilege to observe these workers first hand. Their's is a cause of devotion to Pharmacy rather than selfish interests and motives.

I am bringing this to your attention at this time because so often we hear of criticisms and expressions of ulterior motives directed against the officers and committees of the Association. How unjust. How ungrateful.

Fortunately, this group of gripers and fault-finders are in a very small minority. However, their poisonous venom of suspicion and exagerated misinformation impedes not only the progress of the Association, but the profession of Pharmacy itself.

As my administration is drawing to a close, I am glad to take this opportunity to thank the officers and committees of the Baltimore Metropolitan Pharmaceutical Association not only for supporting me, but also for advancing the cause of Pharmacy not only unselfishly, but rather at personal sacrifice.

I am not looking for any bouquets for myself. Whatever success I have attained as your President, has been achieved through the concerted effort of the officers and committees of the Association. Therefore, it would indeed be in order for the pharmacists they have served to express appreciation in some way for a job well done. None of these people, I am sure, expect remuneration for their time and efforts, however, a kind word goes a long way. Try it and see.

Speaking of a "kind word"; at this season of the year when we turn our particular attention to a renewal of our prayer for: "Peace On Earth—Good Will To Men", I wish to extend to you and yours Seasons Greetings and best wishes for a Healthy, Happy and Prosperous New Year.

ALEXANDER J. OGRINZ, Jr.
President

DUES ARE NOW DUE FOR 1959

Rx
Peace on Earth

We at Loewy wish you
A Merry Christmas
and
A Happy New Year

ARE YOU MISSING SOMETHING?

New forms of insurance coverage now available offer increased protection, simplicity of handling plus premium savings.

Our representative will call on you to discuss these new policies so that you may be sure your insurance program is up-to-date.

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Feature the candy that creates quick turnover and repeat business. Profit by the ever-growing demand for Schrafft's—recognized by candy-lovers everywhere as supreme in quality and flavor.

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OREOLE PROVES
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BUSINESS INCREASES
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Winter prices and Special terms to druggists.

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PRESIDENT AWARD PRESENTATION

By: Arthur J. Longpre, Director of Trade Distribution, E. R. Squibb & Sons

We are here to honor your past president, George M. Schmidt.

The electing of a president of a State Pharmaceutical Association has the quality of an anniversary. That quality is the very brief period of balance between the past and the future. It is a moment of pause. It has a little of the quality of the half time period in a hard fought football game. It is both a time to appraise the past and a time to get set for the future.

There is evidence that George Schmidt appraised the past when he was elected president of your Association and that he was set for the future. This afternoon you heard a spirited discussion about a new pharmacy law. That was tangible evidence of his progressive leadership. Those of you who worked closely with him over the year are fully aware of his devotion to pharmacy.

Before making our presentation I'd like to digress a moment to read an editorial that appeared in the September-October 1958 issue of McCall's Health and Beauty Aider.

"Sleeping Giant Is Awakening.

"Ever so often one gets the impression supermarkets regard the drug store as a great, unguarded preserve to be poached upon regularly without any thought of having to do battle.

"Supermarkets should take note, however, that this is no longer quite true —if it ever were.

"Chain drug stores, particularly, are undergoing a great period of self-examination, re-orientation, and self-inflicted pep talks.

"They have a great many exciting things to talk about too. Currently representing 25% of all drug outlets, chain drug stores have scored a 206% sales boost within the past ten years—from $934,000,000 in 1947 to $2,860,000,000 in 1957. One West Coast drug chain, for example, reported it is now serving 8,000,000 customers a month.

PAST PRESIDENT GEORGE M. SCHMIDT RECEIVES SQUIBB PRESIDENT'S AWARD AT FALL REGIONAL MEETING

"What are Chain Drug Stores Up To? What, exactly are chain drug stores up to? In brief, they are: (1) building more and more, and bigger and bigger, (2) adding new departments such as soft goods and housewares, (3) moving heavily to suburban shopping centers, (4) emphasizing to a new degree national brands and intensive promotional activity, (5) thinking more and more in terms of a lower profit margin and massive volume, and (6) converting to self-service.

"But, then, so are supermarkets.

"What is of more vital concern to food stores is the fact their chain drug store competitors have begun to make time in areas where supermarkets will find it difficult indeed to compete.

"Here's How Drug Stores Are Making Time.

Chain drug stores, for instance, are: (1) putting heavy emphasis on their unquestioned authority as health goods experts, (2) reminding customers of their long experience in cosmetic, (3) stepping up their al-

Seasons Greetings

and

Best Wishes for the New Year

CALVERT DRUG CO.

901 Curtain Ave.

BALTIMORE 18, MD.

HOpkins 7-3609

ready extensive ad support of health and beauty aids, (4) stressing the importance of "clerk-specialists" despite their own trend to self-service, (5) extolling the merits of the greater selectivity of drug stores and (6) moving their prescription departments to the front of the store as a customer drawing card.

"Supermarkets—beware,—the sleeping giant is awakening".

I must hasten to say that I am not fussing about the chain store activities when I quote this editorial. I wanted to emphasize that no mention was made about the Independent Retail Pharmacist doing battle to retain his position in his community. It is my hope that subsequent editorials will be able to say that Independent Retail Pharmacists are as aggressive and effective as chain drug stores in their efforts to distribute health products.

It is not enough to have leadership like George Schmidt gave your organization. It is not enough to have the leadership Frank Block is sure to give. All members of the organization need to be effective followers of the examples set by their leadership.

On behalf of E. R. SQUIBB & SONS it is my pleasure to present George M. Schmidt with this President Award. It is a symbol of his leadership and devotion to pharmacy. George, as you display this plaque in your pharmacy you can take great pride in the knowledge that your associates and the pharmaceutical industry are aware and grateful for your contribution to pharmacy. It is sure to inspire less active members of the need to support the cause of pharmacy if they expect to share the great satisfaction that can be theirs to be members of the health team in their chosen profession.

Good health, good luck to a great leader in pharmacy.

PATRONIZE
OUR ADVERTISERS
THEY ARE OUR FRIENDS

MARYLAND ACTIVE IN NATIONAL PHARMACY WEEK

The week of October 5-11 was observed by the pharmacists of Maryland, with many varied activities and statewide participation, in one of the most active National Pharmacy Week observances in the history of the Maryland Pharmaceutical Association.

Efforts were made to encourage participation in the window display program. The American Pharmaceutical Association made window display kits available at a very nominal charge in addition to kits containing all-inclusive public relations material. Many pharmacists designed their own displays.

Photographs have been submitted to the Association. Capable and impartial judges have been selected to review and judge the contest entries. The results will be published in the December issue of The Maryland Pharmacist.

Governor McKeldin keynoted the Pharmacy Week observance by issuing a proclamation recognizing the contribution of Maryland's pharmacists in protecting the public health.

In Annapolis both the Governor and the Mayor of Annapolis issued a proclamation, Stations WANN and WANV broadcast two spot announcements daily. Annapolis pharmacies participated 100%. Besides window displays, two newspaper advertisements were jointly sponsored by all the pharmacies. Two pharmacies inserted their own advertisements. "The Evening Capitol" ran a story with a picture of the Mayor signing the proclamation.

Cooperation in the greater Baltimore area was exceptional. The Mayor issued a proclamation. Free radio and television publicity amounted to about $5000.00 in aggregate time. Station WBAL devoted a half-hour program during the week preceding Pharmacy Week. WBAL and WBAL-TV used many daily spot announcements. WBMD had "spots" and tape recordings of messages from the presidents of the Mary-

Delvale
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DANNY DELVALE

OPEN SECRET

Making high-quality ice cream in a variety of flavors is the secret of Delvale's success . . . Anyone who buys or sells Delvale ice cream soon finds it out for himself . . . It's an open secret.

But now dealers everywhere are learning another secret about Delvale ice cream: **Delvale means increased ice cream sales, higher ice cream profit from rapid turnover, and greater buyer traffic.**

Find out what Delvale can do for you.
Call us for information, today.

Delvale®
ICE CREAM

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101 CHEAPSIDE
BALTIMORE 2, MD.

MARYLAND'S FAMOUS
CATALOGUE WHOLESALE DRUGGIST & SUNDRYMAN

WRITE for YOUR copy TODAY

land Pharmaceutical Association and the Baltimore Metropolitan Pharmaceutical Association. WCAO also presented the two presidents' recorded messages and recordings from both Schering and Pfizer. Stations WFBR, WCBM and WWIN broadcast the Pfizer record as well as numerous spot announcements during the week. The Baltimore Metropolitan Pharmaceutical Association also inserted a paid institutional story on Pharmacy Week and the services of the neighborhood pharmacy in the Baltimore Evening Sun. In addition, a fine editorial appeared in the Jeffersonian, a Baltimore County paper.

The Cumberland group arranged for 60 radio announcements over WTBO and WCVM. This included one 5 minute and one 10 minute recording. There were also many window displays and advertisements in this area. An outstanding feature was the distribution of Pharmacy Career literature in the schools.

Easton conducted a comprehensive program which started with a proclamation by the Mayor and duly reported by photographs and news stories in the Easton Star and The Mid-Shore Times. All Easton pharmacies participated in cooperative advertisements in both newspapers. Both papers also printed editorials. Window displays were installed by every pharmacy. Pharmacy Week announcements were broadcast by Station WCEM.

Hagerstown pharmacists responded enthusiastically by sponsoring cooperative advertisements in the newspapers in The Morning Herald. Four of the independent pharmacies jointly sponsored a public exhibit at the Hagerstown Trust Company. This exhibit attracted public interest and much favorable comment. A proclamation was issued by the Mayor. The group also sponsored a radio drama on Station WARK, which was taped locally, entitled: "The Prescription That Shook The World". Twenty-four spot announcements were made during the week. The station played up Pharmacy Week on their own as a public service on newscasts and station breaks.

Havre de Grace was well represented with the following full program: Both the Havre de Grace Record and the Democratic Ledger cooperated with articles and photographs of the Governor's proclamation. All pharmacies in town ran cooperative advertisements in both papers. Numerous radio spots were broadcast over WAMD. There were window displays in two banks and at the Harford Memorial Hospital.

In Prince Georges County a proclamation was issued by the Board of County Commissioners. Many Pharmacy Week displays were featured.

From Salisbury, the report indicated a joint advertisement by six of the town's pharmacies. Radio announcements and window displays were utilized.

Many reports of individual participation in Pharmacy Week observance were received from those areas in the State where organized effort was not feasible.

The interest shown in Pharmacy Week this year is a tribute to the pharmacists of Maryland. Enthusiasm and interest reached an all time high culminating in both a public and professional relations success.

Most significant was the willing response shown throughout the State to participate. For this, special credit should be given to the Pharmacy Week Committee headed by Milton A. Friedman. The other members of the Committee are: Victor H. Morgenroth, Jr.; H. Nelson Warfield; William C. Hill; Arthur C. Harbaugh; Melvin J. Sollod; W. D. Timmons; H. E. Schindel; Aaron M. Libowitz; David Newman; Morris L. Cooper; Robert Keech; Alvin J. Fainberg and Bernard M. Prensky. Others who gave their valuable assistance were: William Y. Kitchin; A. S. David and Howard L. Gordy.

NOW YOU CAN SERVE HOT IN-FRA-RED TOASTED SANDWICHES WITHOUT EQUIPMENT OR LABOR COST!

A NEW NATIONAL SERVICE, Stewart In-Fra-Red, Inc., will provide you with a Stewart In-Fra-Red cookery and fresh cellophane wrapped sandwiches delivered regularly to your store. Placed in the cookery, the sandwiches are toasted in three minutes by modern efficient in-fra-red cooking. You serve the sandwiches to your customers sanitarily wrapped in cellophane.

WHAT DOES THIS COST YOU . . . NOTHING . . . not one penny for equipment, lease, or hidden charges. All you do is purchase a minimum of sandwiches each week (the quantity decided by you). Your Stewart In-Fra-Red Commisary furnishes you with the attractive Stewart In-Fra-Red Cookery and delivers fresh sandwiches of choice ingredients made with the complete approval of your Board of Health. Attractive metal menu signs also furnished.

THIS NEW IDEA . . . originated by Stewart In-Fra-Red, Inc., . . . is in over 15,000 fountain and food service concerns in cities from coast to coast. Every Stewart In-Fra-Red Commisary is an established local business. You may consult your Chamber of Commerce, Dun and Bradstreet. and Better Business Bureau.

Call or write for a free demonstration:

Stewart In-Fra-Red Commissary
360 SOUTH DUKELAND STREET
BALTIMORE 23, MARYLAND
GIlmor 5-4129

The Committee and the Association are grateful to both participants and workers in their support of Pharmacy Week.

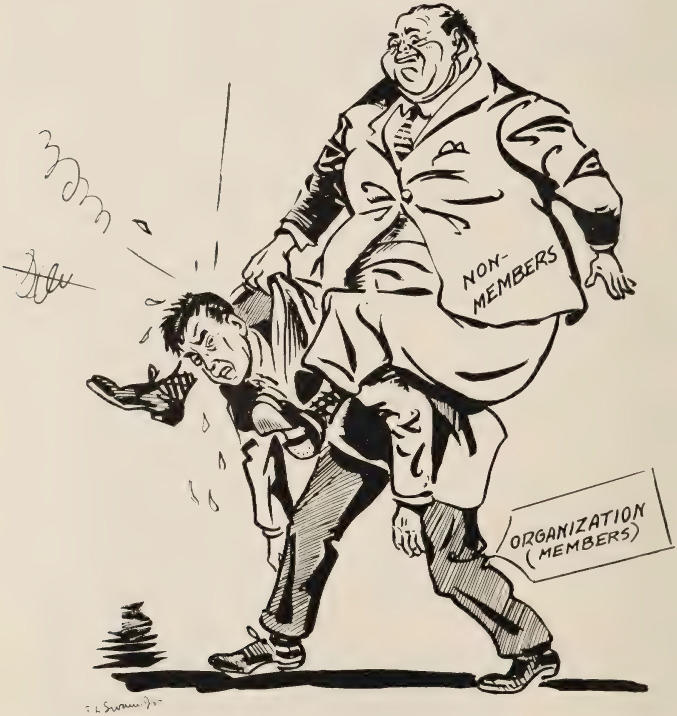
PHARMACY INSTRUCTOR OPENS OWN PHARMACY

Mr. Frank R. Milio, associated with the School of Pharmacy of the University of Maryland, for the past six years, has opened his own pharmacy in Baltimore known as the Milio Pharmacy.

Mr. Milio received his B.S. in Pharmacy degree in 1952 and his M.S. in 1956. He is now engaged in completing his requirements for a Ph.D. degree. He has received the John Henry Newman Honorary Society Key and has been awarded membership in the Rho Chi Pharmaceutical Honor Society. Mr. Milio is currently Secretary-Treasurer of the Baltimore Branch of the American Pharmaceutical Association. He has contributed to "The Maryland Pharmacist" as a co-author of "Compounder's Column".

Mr. Milio served as an instructor in the Pharmacy Department of the School of Pharmacy of the University of Maryland.

We join his friends and associates in wishing him success in his new enterprise.



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IS
YOUR
SLIP
SHOWING?

If your sales have a decided tendency to slip 'n' slide, you can make them "straighten up and fly right" by featuring Abbotts or Jane Logan DeLuxe Ice Cream . . . proven in over 36 years to do for sales what penicillin does for humanity.

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Abbotts ICE CREAM

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ABBOTTS ICE CREAM CO.

15 S. CATHERINE ST.

Robins

NOVEMBER CHECK LIST

Tear out for a handy check of
your current stock of these
Robins products that are receiving
special promotion in your area
THIS MONTH

Ambar®
☐ Tab. 100's ☐ Tab. 500's
☐ Extentabs 100's ☐ Extentabs 500's

Ambar® No. 2
☐ Extentabs 100's ☐ Extentabs 500's

Phenaphen®
Cap. 100's ☐ Cap. 500's ☐ Cap. 1000's
☐ Tab. 100's ☐ Tab. 500's ☐ Tab. 1000's

Phenaphen® with Codeine
☐ Cap. ¼ gr. 100's ☐ Cap. ¼ gr. 500's ☐ Cap. ½ gr. 100's
☐ Cap. ½ gr. 500's ☐ Cap. 1 gr. 100's ☐ Cap. 1 gr. 500's

Phenaphen® Plus
☐ Tab. 100's

Pabalate®
☐ Tab. 100's ☐ Tab. 500's

Pabalate®-Sodium Free
☐ Tab. 100's ☐ Tab. 500's

Pabalate®-HC
☐ Tab. 100's ☐ Tab. 500's

Robitussin®
☐ 16 oz. ☐ 1 gal.

Robitussin® A-C
☐ 16 oz. ☐ 1 gal.

Why not check your stock of
all Robins products at the same time
—and be prepared

A. H. ROBINS CO., INC., RICHMOND 20, VA.

Help Fight TB

CHRISTMAS
GREETINGS
1958
1958

Buy Christmas Seals

CHRISTMAS SEALS FIGHT TB . . . SO CAN YOU!

Tuberculosis means long periods of hospitalization. It means separation from the family and possible loss of jobs with serious cutbacks in income resulting. Tuberculosis means not only suffering; it may also mean death.

In Baltimore City, for instance, tuberculosis meant death to 207 victims in 1957. This gives Baltimore one of the worst tuberculosis death rates of the ten largest cities in this country. A staggering fact is that tuberculosis killed more than twice as many people within Baltimore last year than were killed by automobile accidents in the city.

More than 69,000 new cases of tuberculosis were discovered in the entire country during 1957. Almost 14,000 Americans died because of tuberculosis. Maryland's sorry share of these amounted to almost 2,000 new cases and over 300 deaths. Meanwhile, thousands of patients were still being treated from previous years.

This year, for the 52nd consecutive year, the Maryland Tuberculosis Association is selling Christmas Seals. The money raised by the traditional Seal Sale is used to fight tuberculosis by keeping it within control, by finding cases and curing them. Ninety-four per cent of all the money raised in Maryland is used in Maryland's TB fight. Six per cent is contributed to the National Tuberculosis Association for medical and social research.

When you buy and use Christmas Seals, you are actively fighting tuberculosis. Your money is spent for chest X-rays and other methods of detecting TB. It is used for research right here in Maryland hospitals, universities and laboratories. The dollars you spend for Christmas Seals are in turn spent on educating hospital personnel, professional tuberculosis control workers and the patients themselves about tuberculosis facts. Your money is used to provide special, personal services to the hospitalized patient. It even helps the patient solve many of his personal problems in his home.

However, before Christmas Seals can do any of these things, some one must buy them.

Have you bought yours?

OCTOBER PHARMACY CHANGES

Pharmacies Opened—

Stanley Scherr, Prop., Marley Drugs
105-107 Old Annapolis Road, Baltimore 25, Md.

Adelphi Terrace Pharmacy, Inc.
Melvin Sindler, Pres.
9107 Riggs Road, Adelphi, Md.

Change of Ownership—

Falls Road Pharmacy, David Weiner & Morton H. Weiner, Partnership
4032 Falls Road, Baltimore 11, Md. (formerly Guy F. Capone)

Edwards Pharmacy, Arthur & I. Barry Statter, Proprietors
449 E. Twenty-fifth Street, Balimore 18, Md. (Formerly Edw. I. Sapperstein)

Edwin Pertnoy
4817 Pimlico Road, Baltimore 15, Md. (formerly Nelson G. Diener)

Melvin Joseph Oleszczuk, Ollie's Pharmacy
1800 Eastern Avenue, Baltimore 31, Md. (formerly Z. W. Karwacki)

Closed Pharmacy—

Seabrook Rexall Pharmacy, A. Philip Bell, Proprietor
9448 Lanham Severn Road, Sebrook, Md.

Dobry's Pharmacy, Anthony J. Dobropolski, Prop.
1730 North Charles Street, Baltimore 1, Md.

All the Features you'd choose yourself!

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CAKE
TOPS
ICE CREAM MERCHANDISERS
Flavor-ized ICE CREAM CONES
PROTECTED QUALITY-DISTINCTIVE FLAVOR

FLAVOR-IZED
FLARE-TOP
ICE CREAM CONES

TOPS with ice cream . . . TOPS in ice cream cones . . . you and your customers will "go" for Flavor-ized Flare-TOPS. If your regular wholesaler can't supply you, write or phone:

MARYLAND BAKING COMPANY
1200 South Eutaw Street, Baltimore, Md.

TOASTCHEE
LANCE

"HEY JOE! they cleaned us out again"

That Lance man stops here every week, but no matter how much stock he leaves, it just doesn't seem to be enough. Folks really go for those tasty Lance snacks.

They're advertised

LANCE
CHARLOTTE, N.C.

PHARMACIST HELPS ESTABLISH CIVIL DEFENSE CENTER

A Maryland pharmacist has been one of the leading movers in establishment of an emergency hospital training center for the Maryland Civil Defense Agency.

He is Sydney G. Weinberg of 5806 Dale Road in Baltimore who is a pharmacist at Field's Pharmacy in Pikesville and is a Lieutenant-Colonel in the Army Reserves. In his military roll he is Executive Officer of the 305th General Hospital, U. S. Army Reserves.

The Emergency Hospital Training Center has been established in a building on the grounds of Montebello State Hospital in Baltimore. Equipment for the building is supplied by a standard 200-bed emergency hospital used by Civil Defense. This 200-bed unit is "packaged" in some 357 crates. This "packaging" provides mobility so that the unit can be readily stored but in an emergency situation can be moved, unpacked and the hospital set up rapidly.

The unit is a complete hospital with training equipment, operating room equipment, X-Ray equipment, a laboratory, pharmacy and all other items that would be needed for a hospital. The particular unit for the Montebello Center was provided as a training program by the Federal government.

In Maryland 23 such hospitals are prepositioned for emergency use. Twenty of the hospitals are stored in a CD warehouse at Springfield State Hospital, one each stored in Cambridge, Frederick and LaPlata. It is expected during the year that additional hospitals will be prepositioned throughout the State.

The purpose of the training center at Montebello is to bring in medical personnel from all parts of the State to familiarize them with the 200-bed hospital. The 305th has unpacked the equipment for the training center and after its personnel is thoroughly trained in the use of the hospital they will then become instructors for the others that will use the center. The Montebello building is actually set up as a complete hospital.

Colonel Joseph A. Belz is commander of the 305th. Robert E. Creaghan, Training Officer of the Maryland Civil Defense Agency, has been coordinating the Civil Defense portions of the training program. Persons who wish to visit the hospital should contact Colonel Weinberg or Mr. Creaghan.

Colonel Weinberg has a long career as an army reservist. He took his initial training at Carlisle Barracks, Penna. and then he was assigned to the 29th Division. During World War II he served for more than a year in the South Pacific with the 7th Evacuation Hospital. After this he went to Europe with the 134th Evacuation Hospital and served there for a year. He has received five battle stars for service in the European and Pacific Theaters.

He has been a graduate pharmacist since 1925. He has a wife and one daughter, 18.

The Pharmacy Officer for the 305th is Captain Anthony Kursvietis. Other pharmacists with the hospital are Second-Lieutenant Stanley A. Klatsky, Anthony Allen, Theodore C. Dawson, John M. Murphy, Jr., Howard R. Schiff, Morton Greenberg and Marvin Friedman.

Colonel Weinberg said that the Civil Defense medical program is an important one for all pharmacists. He urged that they volunteer to play their vital part in National Defense. Pharmacists who desire further information are urged to contact Colonel Weinberg.

BOTH SIDES GIVE OPINIONS IN RESTRICTIVE SALES CONTROVERSY

Conflicting views of top drug association officials stirred the restrictive sales controversy, still boiling from a recently proposed Federal law that would confine the sale of all drugs for internal use and some external preparations to pharmacies.

Featured in the November-December issue of McCall's Health and Beauty

A Cordial Invitation
to visit

I L TOY COMPANY

Headquarters For

TOYS
GAMES
NOVELTIES

Come and Browse — See Our Complete Stock of Nationally Advertised Brands of Toys.

LET US HELP YOU TO:

1. **Increase Store TRAFFIC**
2. **Improve Your PROFIT Picture**

DISTRIBUTORS—COLORFORMS

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Affiliate Member of the Maryland Pharmaceutical Association

Aider—the only publication devoted exclusively to news on health and beauty aids in supermarkets—two top drug authorities took sharply opposing stands on "restrictive sales". They raised questions of ethics, morals, public health, and established merchandising practices.

The comments of Dr. Howard A. Prentice, Executive Vice President and Treasurer of the Proprietary Association, and John W. Dargavel, Executive Secretary of the National Association of Retail Druggist, follow close on the heels of the NARD announcement that it will move for a Federal law to restrict sale of proprietary drugs in non-drug outlets. These outlets currently account for half the sales of proprietary medicines, it is reported.

Dr. Prentice of the Proprietary Association, which represents drug manufacturers, maintained his group seeks a clarification of state pharmacy laws which permit proprietary drugs to be sold in non-drug outlets. "The distribution of these products has been going on for many years, and is nothing new in principle," he said, referring to the sale of proprietary medicines in self-service outlets such as supermarkets.

Mr. Dargavel of NARD said that the sale of drug and medicinal products in non-drug outlets "does indeed pose a serious threat to public health. The sale of even the simplest non-prescription drug or medicine automatically carries with it certain ethical considerations and moral responsibilities." Mr. Dargavel claimed that only registered pharmacists were trained to assume these responsibilities.

HUGH MERCER APOTHECARY SHOP

One of the historic shrines in Fredericksburg, Virginia, is the well-known Hugh Mercer Apothecary Shop. This shop has been in the custody of the American Pharmaceutical Association for more than fifteen years, and it is visited by a great many people from all over the United States each year.

Headquarters for
HOOVEN LETTERS
ROBOTYPED LETTERS
LYKA TYPED LETTERS
MONOCAST LETTERS
PRINTING
PHOTO-OFFSET PRINTING
MULTIGRAPHING
MIMEOGRAPHING
MAILING
call
MUlberry 5-3232, 33, 34
SAratoga 7-5172, 73
D. Stuart Webb
ADVERTISING SERVICES, INC.
306 N. GAY STREET
Baltimore 2, Maryland

The annual meeting of Friends of Historical Pharmacy, which is the Virginia corporation organized by the American Pharmaceutical Association to conduct the shop, was held recently and the following officers and board of governors were elected: President, Robert P. Fischelis; Vice President, William B. F. Cole; Secretary-Treasurer, George B. Griffenhagen. Additional members of the Board of Managers are: George F. Archambault, John Barrett, Mrs. A. G. DuMez, Felix B. Gorrell, and Warren Weaver.

It is very pleasing to note that the Women's Auxiliary of the American Pharmaceutical Association has become interested in this shrine and has made a contribution to its maintenance. Pharmacists throughout the United States should call attention of people with whom they come in contact and who are expected to travel in the neighborhood of this historic shrine, that it is a highly interesting place to visit. Fredericksburg, Virginia, is an unusually

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Baltimore 1, Maryland

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important historic city, and has many other attractions for those who are interested in historic places. The Hugh Mercer Apothecary Shop depicts a typical pharmacy of the revolutionary period and exhibits many interesting pieces of equipment and apparatus in use at that time.

Pharmacists who have antiques of the period during which this pharmacy functioned may wish to exhibit these at the Shop, and the Secretary-Treasurer of the Friends of Historical Pharmacy, George Griffenhagen, who is Curator of the Division of Medical Sciences of the Smithonian Institution and also consultant to the American Pharmaceutical Association Museum, will be glad to hear from those who have material to exhibit. It is not advisable to send anything to the Shop until after communication with Mr. Griffenhagen to establish the desirability and possibility of exhibiting the material involved, as space is naturally limited and material must be of a character that will fit into the collection now on exhibition at the Shop.

DRUG COSTS

An analysis of the following figures places the cost of drugs to the consumer in the proper perspective:

CONSUMER PRICE INDEXES

(1947-49 = 100)

	Total Medical Care	Prescription and Drugs	General M.D. Fees	Hospital Room Rates	Food	H Housing
1958 (March)	142.3	120.2	138.3	196.4	120.8	127.5
1957	138.0	116.7	134.5	187.3	115.4	125.6
1956	132.6	113.7	128.4	173.3	111.7	121.7
1955	128.0	111.2	124.3	164.4	110.9	120.0
1954	125.2	110.1	119.9	156.8	112.6	119.1
1953	121.3	108.9	116.1	148.2	112.8	117.7
1952	117.2	107.9	113.0	139.5	114.6	114.6
1951	111.1	106.9	108.0	126.9	112.6	112.4
1950	106.0	103.9	104.0	114.6	101.2	106.1

Drugs have risen less in price than most consumer costs. In addition, the effectiveness of new drugs has been greatly increased during this period. Costs of other components in Medical Care such as doctor's fees and hospital rooms have increased substantially more, as has the Housing Index. It seems that criticism has been placed on the least important offender against the public's purse.

Over a longer period of time, from 1936 through 1956, the annual increase in the medical care index has averaged 4% compared with 8.5% for hospital care, 3.4% for doctor's fees, 5% for food and only 2% for prescriptions and drug.

These comparative statistics indicate that the American public is getting full value in its purchases of drugs.

Smith, Barney & Co., C. & P. Briefs No. 58, August, 1958.

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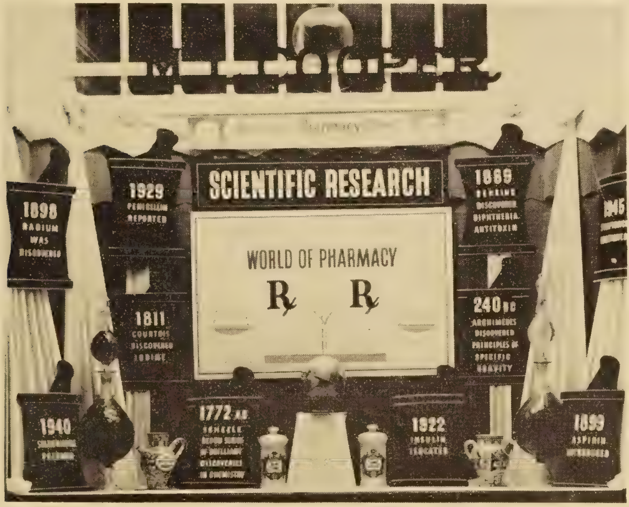
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1811 COURTOIS DISCOVERED IODINE
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1940
1772 AD SCHEELE
1922 INSULIN ISOLATED
1899 ASPIRIN INTRODUCED

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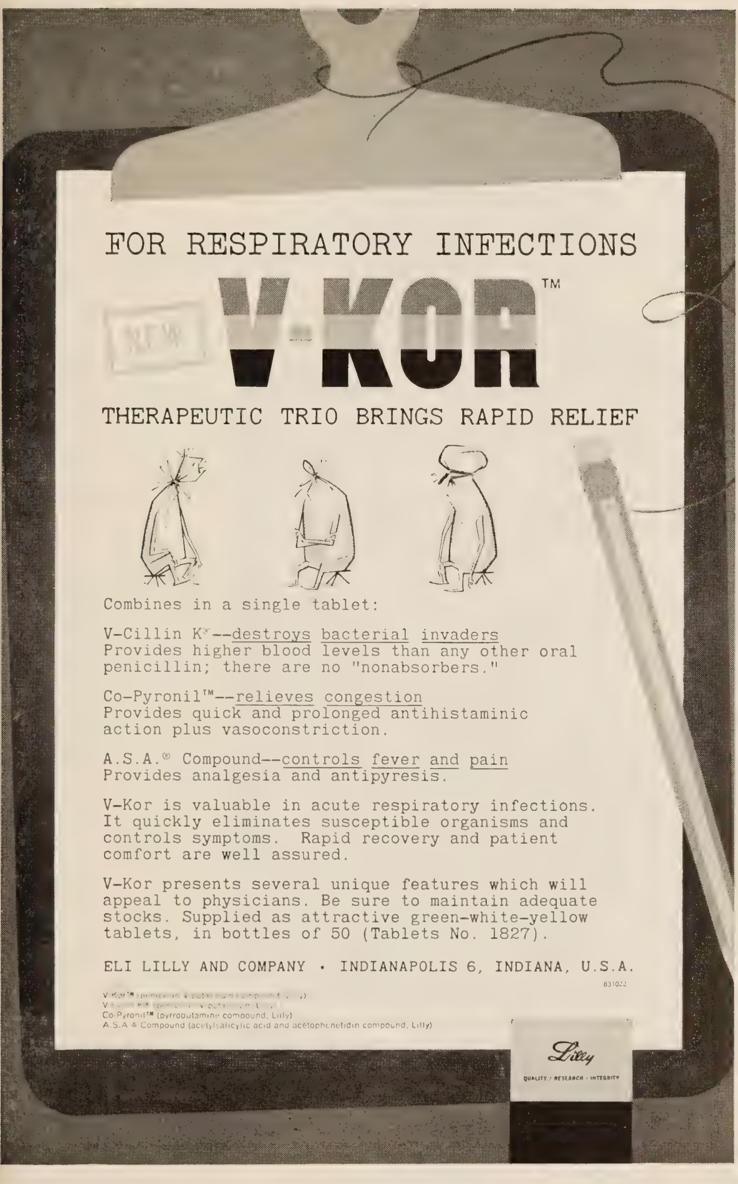

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The Maryland Pharmacist

MARYLAND PHARMACEUTICAL ASSOCIATION
Office of Publication: 650 W. Lombard Street, Baltimore-1, Md.
SAratoga 7-0746

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. . . Editorial . . .

THANK YOU

"There is a destiny that makes us brothers,
None goes his way alone,
All that we put into the lives of others,
Comes back into our own."

The above quote was selected to head this editorial because we felt it was appropriate in covering, in a nut-shell, the subject we are about to discuss.

At this particular time, when the curtain has fallen on the old year, and all that is behind, whether good or bad, is now history, and the new year is already on its way, full of optimistic predictions of progress and prosperity; we wish to express our sentiments of appreciation to those who have played a part in the growth of the Maryland Pharmaceutical Association and have helped to establish it as a top flight professional society.

First, we want to declare our gratitude to the members who have supported the Maryland Pharmaceutical Association in its endeavors year after year, and have responded to the Association's programs with enthusiasm and vigor.

Then, we wish to recognize the new member, whether he be Active, Affiliate or Associate. These members represent a freshness in an organization. They bring with them new ideas, increased activity and furnish replacements for those who have devoted years of service to the Association and are looking forward to relinquishing their active duties.

Particularly important are those supporters from the realm of industry. We are speaking of the manufacturers; the drug wholesalers; the ice cream industry; those who have a service to sell; those that sell and maintain drug store equipment and supplies; the candy, toy, tobacco, sundry and soda fountain supplier; in short, all those that contribute to and attend Association functions and make the Maryland Pharmacist possible through their advertisements. We are grateful for their advice and organizational participation as well as their material aid. As you come in contact with these fine people during your everyday routine, let them know how much you appreciate their support.

We would like to take this opportunity also, to invite the non-member to join the Association. To those suppliers not familiar with the workings of the Association and the services we are in a position to render, we welcome your inquiry.

If we are expected to be representative and strong, we must have wholehearted support. Support and confidence are necessary forerunners of good organization. Criticism or lip service does not solve our problems. Active participation does.

The year 1959 is predicted to be the boom year. If it materializes, it will boom for non-drug competition as well. How are you prepared? Can you go it alone? Don't let your luck run out. Read the quote at the head of this editorial again.

ANOTHER MEMBERSHIP PLUS

Among the many valuable services made available to members of the Maryland Pharmaceutical Association and the Baltimore Metropolitan Pharmaceutical Association is Group Health and Accident Insurance at great savings to the membership.

New members are eligible to enroll in this important protective insurance which provides income and payments for medical and surgical expenses.

For further information call the Association office, SAratoga 7-0746.

SOCIAL SECURITY TAX RATES INCREASE AS OF JANUARY 1, 1959

Just a reminder that another increase in Social Security Tax Rates goes into effect January 1, 1959. The new provisions are:

(1) The contribution rate for employees and employer will go to 2½% instead of the current 2¼% and (in 1960 it will go to 3%).

(2) The base on which Social Security is to be collected is being raised *to* $4,800 *annually* from the present $4,200.

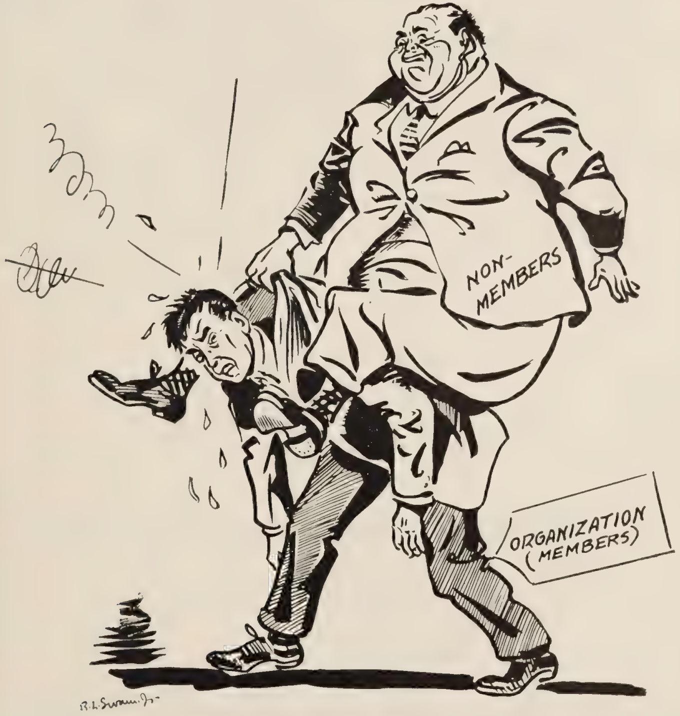
(3) For self-employed persons covered by the act, the rate is being increased to 3¾% from the present 3⅜%.

(4) The new rate is effective with the first salary paid in 1959.

REMINDER

The Sales and Use Tax Rate will become 3% on January 1, 1959. The new rates will apply to all taxable personal property delivered to the buyer on and after January 1, 1959 without regard to the date on which the order was placed.

A new rate card showing the amount of tax due on each sale was mailed to each pharmacy in the State. If you require additional rate cards they will be available at 34 Hopkins Place, Baltimore 1, Maryland, and at all County Court Houses.



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of the

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PRESIDENT'S MESSAGE

Dear Fellow Pharmacists:

By the time you read this article the old year will be a matter of record for the archives and the New Year's activities will have begun. Before we set our sights into a new era, it would be wise to reflect and total our gains and losses from the experiences of the past.

Economically, we have been dealt severe blows by the dissipation of Fair Trade in many States and the emasculations of the Robinson-Patman Act. If this condition is not remedied in the near future, the small retailers will be virtually eliminated, and along with them, the middleman or wholesalers. The greatest loss, however, would be to the consumers, who would be at the mercy of monopolistic and dictatorial combines.

Professionally, serious inroads have been made and greater efforts will be exerted to delegate Pharmacy to oblivion. Prostituting manufacturers who have no true interest in the welfare of pharmacy or the real concern about the health of the public must be exposed, and positive steps taken to establish Pharmacy as the proper custodian of drugs and medicine.

We must not delude ourselves into believing that we have not contributed to these situations. Time will prove whether we have stature or deserve second rate considerations.

The great challenge that lies ahead cannot be met by any one person or single group, but must be a combined and united effort by all. Your Association—The Maryland Pharmaceutical Association—is your strength or weakness, as you desire. If you feel that participating in the functions of the Association and the payment of nominal dues is something to avoid, then consider your own selfish future and see if you can carry this load yourself. I implore each and every Pharmacist and those interested in Pharmacy to accept his obligations by—if he can do no more—paying his dues promptly for the ensuing year.

I would like to take this opportunity to wish each and everyone a Happy and Healthy New Year and hope that our combined efforts will bring prosperity to all.

Sincerely,
FRANK BLOCK, President

EVENTS TO REMEMBER

FEBRUARY 12, 1959—Alumni Dance and Entertainment. Emerson Hotel, Baltimore.

FEBRUARY 25, 1959—Ladies Auxiliary Luncheon. Park Plaza Hotel, Baltimore.

MARCH 19, 1959—43rd Annual Banquet and Dance, Baltimore Metropolitan Pharmaceutical Association. Lord Baltimore Hotel, Baltimore.

APRIL 19, 1959—John W. Dargavel 25th Anniversary Dinner. Hotel Astor, New York City.

JUNE 4, 1959—Annual Alumni Dinner and Dance in honor of graduating class, School of Pharmacy, University of Maryland. Emerson Hotel, Baltimore.

JUNE 29, 30 and JULY 1, 2, 1959—77th Annual Convention, Maryland Pharmaceutical Association. Galen Hall, Wernersville, Pennsylvania.

AUGUST 16 thru 21, 1959—American Pharmaceutical Association Convention. Cincinnati, Ohio.

SEPTEMBER 20 thru 24, 1959—National Association of Retail Druggists Convention. St. Louis, Missouri.

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School of Pharmacy, University of Maryland, News

DUNNING HALL DEDICATED

The University of Maryland's new School of Pharmacy building at 636 West Lombard Street in Baltimore was dedicated on Thursday, December 4, 1958, and named in honor of Dr. Henry Armitt Brown Dunning, an 1897 graduate of the Maryland College of Pharmacy and former associate professor of chemistry in the Department of Pharmacy at the University of Maryland.

Dr. Dunning, a native of Denton, Maryland, holds many honors, including the Doctor of Pharmacy and Honorary Doctor of Science degrees from the University of Maryland, Doctor of Laws from the Johns Hopkins University and Doctor of Science from Washington College. He is responsible for the developments of many therapeutic products widely used by the medical profession and in 1945 received a citation from Johns Hopkins University President Isaiah Bowman for an important contribution to nuclear research.

Known both locally and nationally for his professional, academic and civic contributions, Dr. Dunning, among other activities, has been president of the Maryland Pharmaceutical Association, the American Pharmaceutical Association and the American Foundation for Pharmaceutical Education. He has encouraged the work of numerous charitable, health and religious institutions, and has been particularly generous in the support of scholarship and building funds of Maryland colleges and universities.

He is well known for his leadership in establishing the American Institute of Pharmacy in Washington, D.C., and the Kelly Memorial Building, headquarters of the Maryland Pharmaceutical Association, on the Baltimore campus of the University of Maryland.

The new Dunning Hall, a two-story brick and reinforced concrete building ornamented with limestone and granite, is constructed so that it can be expanded in the future by the erection of three additional floors. Space is also provided for a model pharmacy for teaching purposes.

Dr. Noel E. Foss, Dean of the School of Pharmacy, presided at the dedication ceremonies, which was held in the recreation room of the Psychiatric Institute of the University. A bas-relief bronze plaque of Dr. Dunning was unveiled at the dedication. The plaque was made possible through the combined generosity of the School of Pharmacy Alumni Association, The Baltimore Metropolitan Pharmaceutical Association and the Maryland Pharmaceutical Association.

Participants in the ceremonies included Dr. Wilson H. Elkins, President of the University of Maryland, the Honorable Theodore R. McKeldin, Governor of the State of Maryland, Charles P. McCormick, Chairman of the Board of Regents of the University of Maryland, Dr. Dunning, and Dr. Louis C. Zopf, President of the American Association of Colleges of Pharmacy, who delivered the principal address on "Pharmaceutical Progress."

The Rt. Reverend Harry Lee Doll, bishop coadjutor of the Diocese of Maryland of the Protestant Episcopal Church, delivered the invocation and benediction, and Dr. Charles J. Kokoski, a graduate of the School of Pharmacy, played the organ.

PORTRAIT OF DEAN NOEL E. FOSS PRESENTED TO SCHOOL OF PHARMACY

Dr. Noel E. Foss, dean of the School of Pharmacy of the University of Maryland, was honored for his contributions to the pharmaceutical profession.

An oil painting of Dean Foss was presented to the school by Wyeth Laboratories, pharmaceutical manufactur-

ANNUAL

Alumni Association University of Maryland
School of Pharmacy

Valentine Dance and Entertainment

Emerson Hotel Ballroom

Thursday, February 12, 1959 – 9 'til 1

Not Restricted to Alumni of the School of Pharmacy
All Are Welcome to Attend

Tickets Available at $2.50 each from Members of the Committee—Dr. Frank J. Slama at the School of Pharmacy—All Drug Wholesalers.

LET'S MAKE IT A BALL

Take Your Best Girl to the Alumni Valentine Dance ing firm, during a special assembly at the School of Pharmacy.

The presentation was made by George M. Davenport, Jr., Wyeth divisional sales manager. Roy F. Spreter, noted artist, executed the portrait.

In his remarks, Mr. Davenport described Dr. Foss as ". . . a quiet and efficient administrator, thoughtful and helpful toward friends, associates and students . . . his experience has been so extensive that it has embraced almost every phase of pharmacy."

Mr. Davenport cited the Dean's 27 years of experience in the retail, manufacturing, and teaching aspects of the pharmaceutical profession, and his service as a drug and chemical inspector with the Army's Procurement Office during World War II.

In addition to his current post, which he assumed in 1949, Dr. Foss has served on the faculties of the University of Illinois and Duquesne University. He was graduated magna cum laude from South Dakota State College, received his Ph.D. from Maryland, and took additional studies in pharmacy and chemical engineering at Columbia and Washington (St. Louis) Universities, and Brooklyn Polytechnic Institute.

Dean Foss is a member of several leading professional societies, including the Revision Committee of the U. S. Pharmacopeia, one of the foremost reference texts concerning all drugs on the market. He is the author of many scientific papers.

The dean's portrait appeared recently on the cover of PULSE OF PHARMACY, a Wyeth publication for pharmacists, as part of a series honoring pharmacy school educators. Mr. Davenport explained that the project started as a result of a survey in which practicing pharmacists across the nation designated deans of pharmacy schools as being symbolic of the profession's high standards.

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PHARMACY SCHOLARSHIPS

The Student Aid and Scholarship Committee of the Alumni Association of the School of Pharmacy has been functioning for three years and processed twenty applications for scholarships, selecting the following freshmen to receive the scholarships for 1958-59:

Louis Gubinsky from City College
Sydney H. Hamet from Forest Park High School
Robert Kantorski from Mount St. Joseph High School
Barry Losinsky from Forest Park High School
Walter P. Mackay from Beall High School, Cumberland
Sol Rosenstein from City College
Elizabeth Schmidt from Notre Dame
Gordon Stevenson from Valley High School, Lonaconing

The scholarships provide tuition, books, etc. and are sponsored—one by the Alumni Association, one by the Maryland Pharmaceutical Association and six by Read's Drug Stores' Foundation. A second scholarship was provided by the Alumni Association, which will be held over for next year, as it was not accepted by the student selected.

Mr. and Mrs. Samuel I. Raichlen entertained the group in their home following the registration of the students in the School of Pharmacy. Several members of the Scholarship Committee were present and joined the Chairman in impressing the recipients of the scholarships with the necessity of maintaining high scholastic records during the sessions.

As has been done for several years, the Alumni Association provided $400.00 for scholarships, to be used in obtaining matching funds from the American Foundation for Pharmaceutical Education for the session of 1958-59. Two sophomores were awarded Alumni Association School of Pharmacy scholarships of $100.00 each for the first semester 1958-59.

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The members of the Student Aid and Scholarship Committee are: Samuel I. Raichlen, Chairman, Francis S. Balassone, Joseph Cohen, B. Olive Cole, Gordon A. Mouat, with Norman J. Levin and Maurice Lindenbaum as alternate members.

ALUMNI ASSOCIATION SCHOOL OF PHARMACY UNIVERSITY OF MARYLAND

REPORT OF RECRUITMENT COMMITTEE

Two Years of Progress

Chairman, H. Nelson Warfield

On September 25, 1956, President Norman J. Levin appointed the following to be known as the recruitment committee:

H. Nelson Warfield, Chairman
Victor H. Morgenroth, Jr.
Gordon A. Mouat
Alexander J. Ogrinz, Jr.
Samuel A. Raichlen
Dean Noel E. Foss, Ex. Officio

This committee, in cooperation with the Dean and Faculty of the School of Pharmacy, has since been contacting guidance counselors of high schools in Baltimore as well as in the counties of Maryland, supplying literature and posters regarding the opportunities in Pharmacy and arranging for group meetings of interested students at their own respective high schools. A number of junior high schools were also visited.

The purpose—to encourage more high school students to consider Pharmacy as a career and endeavor thus to create a pool of applicants sufficient in numbers to enable the University to select more of the better qualified students for each succeeding year's class in pharmacy.

The committee first arranged with Dean Foss to purchase two sound and color films which had been prepared especially for the recruitment of students in pharmacy and had just been released. These films were prepared under the direction of the American Association of Colleges of Pharmacy and proved to be of great value. The titles:

"Time for Tomorrow" } 20 min. each
"Design for Life" } showing time—

After pre-viewing these films, "Time for Tomorrow" was selected as the more appropriate one for high school use, as it presents a typical freshman class in pharmacy being oriented and high-spotted through a 4-year college pharmacy program to graduation. Prospective students may thus see how a pharmacy student spends his time, in laboratory, classroom and after hours. Scenes have been taken in colleges of pharmacy from Maine to California and are woven into a most interesting and absorbing story which points out the many excellent opportunities for success in the field of pharmacy.

"Design for Life" was determined best for showings to service clubs, and has been presented at various Lions, Kiwanis, Women's Clubs, and other civic meetings wherever possible.

In addition to the above committee, the Dean and members of the Faculty of the School of Pharmacy, as well as many outstanding Pharmacy Alumni, have been invited to participate with the group at various times. Among them are:

*Charles S. Austin, Jr., Towson
Frank Block, Curtis Bay
Wayne A. Braden, Silver Spring
William A. Cooley, Cumberland
Milton J. Fitzimmons, Ellicott City
Harold M. Goldfeder, Riverdale
Howard A. Gordy, Salisbury
Arthur C. Harbaugh, Hagerstown
Morris Lindenbaum, Reisterstown
Victor G. Mercer, Frederick
Lyndon B. Meyers, Mt. Airy
Alvin Rosenthal, Baltimore
George M. Schmidt, Elkton
James B. Truitt, Federalsburg

*Deceased

The assistance and cooperation of many pharmacists throughout the state has been of inestimable value to the committee, and the help of the above group is especially appreciated.

It was initially recognized that the work of this committee would probably be a long-term, dual job, with the Alumni and the Faculty of the School of Pharmacy working closely together. Services of registered pharmacists have been and will continue to be in great demand by an ever expanding pharmaceutical industry. Research, manufacturing, retail, and hospital pharmacy have for several years been giving voice to their expanding professional manpower needs. This naturally gives impetus to greater opportunities in pharmacy for high school graduates, and this is stressed by the committee whenever their program is presented.

The committee uses a somewhat flexible program, depending upon the wishes of the high school counselor or principal, but has been most successful with one which makes use of the film. A team of pharmacists, consisting of a member of the faculty of the School of Pharmacy, a local pharmacist, and a member of the Recruitment committee, make the presentation.

DUES REMINDER

Be Alert—Be Active—Be Progressive

Keep organized Pharmacy on the go by paying your 1959 dues promptly.

Maryland Pharmaceutical Association

Active Membership	$25.00
Associate Membership	$ 5.00

Baltimore Metropolitan Pharmaceutical Association

Active Membership	$10.00
Associate Membership	$ 5.00

Call SAratoga 7-0746 for complete membership information.

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. CONTRIBUTIONS .

EMULSION MACHINES

By B. F. Allen*

Emulsifying machines of the simpler types have been known in pharmacy for a very long time. The Phenix emulsifier (or Morton egg beater) is an early example of the enclosed hand driven type. Emulsifiers of this kind made it possible to produce emulsions in one gallon quantities. Later, the variable speed emulsifiers[1] made their appearance, operating on the same principle except they were motor driven and the capacity ranged from one to fifty gallons. While the mixing blades (or beaters) of the aforementioned machines do not operate at a particularly fast r.p.m.,[2] agitation, mixing and emulsification are very thorough.

Kitchen[3] and soda fountain electric mixers of various kinds have been used for making small quantities of emulsions. The Waring Blendor is another good machine that can be used since it efficiently disperses the material by means of the shearing action of rapidly rotating blades. However, the use of any of the above methods involves the danger of whipping too much air into the product by operating the mixers at too high a speed.

Modern emulsifying devices include various types of colloid mills and homogenizers. The principle of operation of the colloid mill is the passage of the mixed phases of an emulsion formula between a stationary surface and a surface rotating at high speed with very little clearance. The resultant shearing action greatly reduces the globule size of the dispersed phase of the emulsion.

Small quantities of emulsions may be made by drawing the mixed ingredients into a syringe and forcing them out again, this procedure being repeated six of seven times. This method was probably the forerunner of the homogenizer.

For small-scale extemporaneous preparation of emulsions an inexpensive hand homogenizer[4] is particularly useful. It is probably the most efficient piece of emulsifying apparatus available for the prescription pharmacist. Its function is to break up oil and fat globules under pressure, giving complete emulsification and permanent suspension provided the ratio of ingredients employed is sound. The device requires simply the pumping through of the two phases previously roughly mixed or triturated in a mortar with a pestle. Recirculation of the emulsion several times will improve its quality. The products produced are characterized by high degree of dispersion and slow rate of creaming. There is also an economy of time, labor, and materials. The latter being due to minimum waste through failures and minimum quantity of emulsifying agents required. This hand operated homogenizer is simple to operate, easy to clean, readily taken apart for sterilization, and incorporates only a very small amount of air into the finished product.

Although the dry gum method of preparing emulsions may be followed when using mixing equipment, i.e., mixing four (4) parts of oil, one (1) part of acacia, and then stirring this with two (2) parts of water all at once, the wet gum method is more suitable and is usually followed. Better results are generally obtained when the oil is added gradually with constant stirring to a concentrated aqueous solution of the gum.

---

* Associate Professor, School of Pharmacy, University of Maryland

[1] Stoke's Emulsifier, Reco Mixer, Hobart Mixer

[2] revolutions per minute

[3] common "Mix-master"

[4] Available from Will Corp., Baltimore 24, Md.

The hand homogenizer can also be used to improve pharmaceutical preparations which are liquids containing insoluble substances and commonly known as suspensions. The device is greatly advantageous for increasing the dispersion of insoluble material and resulting in the formation of a more permanent product. Because of this improvement in the dispersion of solid particles, it often becomes unnecessary to add suspending agents to retard settling. Therefore, this may eliminate the question of what suspending agent to use and whether the prescriber should be consulted about the addition of a suspending aid.

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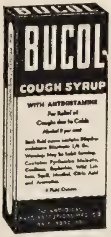
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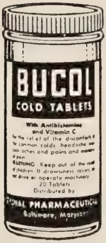
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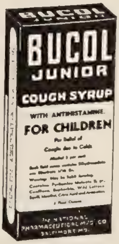
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Volume 17 DECEMBER, 1958 No. 5

CHRISTMAS MEETING

TAMPA's Christmas Meeting was held on December 6 and, as usual was dedicated to the Pine Street Station Fund. The present administration's successful efforts continue to mushroom and an even higher attendance was achieved at this meeting. Fifty-six members and guests were on hand to hear Mr. Dave Kaufman, prominent football official, educator, and youth counselor give a most interesting and entertaining talk on his experiences on officiating and to express his views in the educational field.

Among those present was Walter Collier, an old friend and a member we are always happy to welcome. We would also like to recognize the fine attendence records recently achieved by the Binko associate, Frank Maranto, Rennert Kane, and, of course, Al Binko. Bob Donaldson, Jack Albert, and George Skidmore were also on hand and it is always nice to enjoy a luncheon with friendly fellows like these. During the business session, it was voted to change the wording of section 4 of the Constitution which pertains to membership. Instead of "Active membership in this association shall be limited to men calling on the Drug Trade, who are acceptable to the Governing Body of the Association", section 4 will now read "*men associated* with the Drug Trade".

We were advised of the demise of Bob Searles who passed away several months ago and Joe Weisinger who died more recently. Lou Rockman (and it couldn't happen to a nicer guy) was the lucky winner of $30 two-suitor suit case drawn as a door prize, amid calls of "same old crowd".

John Davidson, the genial gent from General Electric qualifies for some kind of a record in that he traveled from Baltimore to Norfolk, Virginia and back to Baltimore to be present at the luncheon. It seems that John, who lives in Washington and is a member of a flying club, flew a commercial from Baltimore to Norfolk to pick up the club's private plane. John then flew in to Baltimore, attended the TAMPA Luncheon and then flew the plane back to home base in Washington. John killed two birds with one stone. He participated in his hobby of flying a plane and enjoyed an entertaining and pleasant luncheon with his associates.

The AZOANS, an organization consisting of Wives and Sisters of Pharmacists, and known for the charitable work they are doing, had a raffle the other day. When they do things, they do them right. What did they raffle off? A mink stole! Who had the lucky ticket, Maurice B. Brager, so now Elinor has a mink stole".

L.A.M.P.A. NEWS

"A Date To Remember— February 25, 1959"

This date marks a very special and important occasion. The Fifth Anniversary Luncheon of the Ladies Auxiliary of the Maryland Pharmaceutical Association will be held in the Gold Room of the Park Plaza Hotel in Baltimore, on Wednesday, February 25th, beginning at 12 noon.

A delicious luncheon will be served, to be followed with an interesting and entertaining program that will appeal to the ladies. The entertainment program has been appropriately named: "The Glass of Fashion". Lovely furs will be shown and there will be an abundance of prizes and surprises.

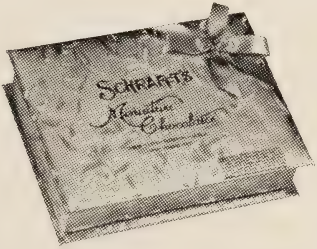
The success of this gala occasion depends on the full attendance of L.A.M.P.A. members. Guests are welcome of course, bring them along for an afternoon of fun.

Mark your calendar now for this important date. Notices will be mailed as a reminder of the event.

Your Hospitality Committee and Officers will be on hand to greet and welcome each and everyone of you. Please come and have a good time.

SQUIBB "SMALL WORLD" PROGRAM HELPS PHARMACISTS

Squibb vitamins and the fact that the pharmacist is best qualified to dispense products for the public's health will be highlighted in Squibb commercials on the new Olin Mathieson Chemical Corporation TV show, "Small World," with Edward R. Murrow. The show, sponsored jointly with another firm through December 21, will be sponsored exclusively by Olin Mathieson after December 21.



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Feature the candy that creates quick turnover and repeat business. Profit by the ever-growing demand for Schrafft's —recognized by candy-lovers everywhere as supreme in quality and flavor.

It pays to promote Schrafft's Chocolates!

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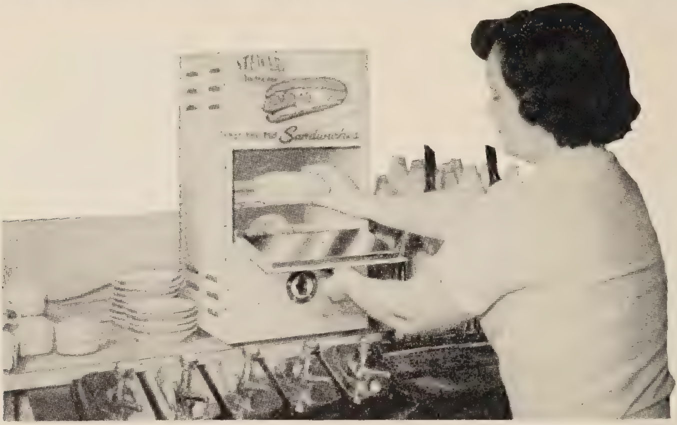

A NEW NATIONAL SERVICE, Stewart In-Fra-Red, Inc., will provide you with a Stewart In-Fra-Red cookery and fresh cellophane wrapped sandwiches delivered regularly to your store. Placed in the cookery, the sandwiches are toasted in three minutes by modern efficient in-fra-red cooking. You serve the sandwiches to your customers sanitarily wrapped in cellophane.

WHAT DOES THIS COST YOU . . . NOTHING . . . not one penny for equipment, lease, or hidden charges. All you do is purchase a minimum of sandwiches each week (the quantity decided by you). Your Stewart In-Fra-Red Commisary furnishes you with the attractive Stewart In-Fra-Red Cookery and delivers fresh sandwiches of choice ingredients made with the complete approval of your Board of Health. Attractive metal menu signs also furnished.

THIS NEW IDEA . . . originated by Stewart In-Fra-Red, Inc., . . . is in over 15,000 fountain and food service concerns in cities from coast to coast. Every Stewart In-Fra-Red Commisary is an established local business. You may consult your Chamber of Commerce, Dun and Bradstreet, and Better Business Bureau.

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-: NEWS ITEMS :-

PHARMACY WEEK WINDOW DISPLAY CONTEST WINNERS

The following judges met at the Kelly Memorial Building to judge the Maryland entries in the National Pharmacy Week Window display competition: Aubrey Bodine, Photographer Editor of the Sunpapers; Joseph Burnside, Display Manager of Hochschild Kohn & Company; and John Sargeant, Executive Secretary of the Medical & Chirurgical Faculty of Maryland.

After careful deliberation, the judges panel announced the following as winners in the State-wide contest:

FIRST: Morris L. Cooper, Cooper's Drug Store, Baltimore

SECOND: William W. Seechuk, Seechuk's Pharmacy, Baltimore

THIRD: Read Drug & Chemical Company, Harundale

Presentation of awards will be made at the Annual Convention of the Maryland Pharmaceutical Association in June at Galen Hall.

Unfortunately, it was necessary to disqualify some entries because commercial names were displayed contrary to the contest rules.

In addition, the judges chose the following as winners in the Baltimore Metropolitan Pharmaceutical Association Contest. This Contest is restricted to pharmacies who have not won awards in the past five years.

FIRST: William W. Seechuk, Seechuk's Pharmacy, Baltimore

SECOND: Michael Marcus, Marcus Pharmacy, Baltimore

THIRD: Albert C. Gakenheimer, Gakenheimer's Drug Store, Cockeysville

The presentation of these awards will be made at the Annual Banquet of the Baltimore Metropolitan Pharmaceutical Association to be held on March 19, 1959.

GOOD NEWS FOR BALTIMORE PHARMACIES

Through the constant efforts of the Baltimore Metropolitan Pharmaceutical Association and the Maryland Pharmaceutical Association, a Baltimore City Ordinance known as Ordinance Number 1339, was passed by the City Council and signed by Mayor Thomas D'Alesandro, Jr., reducing the assessment on taxable inventory. The ordinance went into effect on December 31, 1958 and is applicable for the year 1959 and thereafter as follows:

1. For the year 1959 twenty-five percentum (25%) of the total assessed valuation of stock in business shall be exempt from taxation. In other words, you will pay tax on 75% of the inventory reported for 1959. This automatically takes care of obsolete and otherwise unsaleable merchandise.
2. For the year 1960, and thereafter, forty percentum (40%) of the total assessed valuation of such stock in business shall be exempt from taxation. In other words, after the year 1959, beginning with 1960, you will pay tax on 60% of the inventory you report.

These changes bring the taxable basis in line with the formula now existent in the counties.

The Associations are happy to bring this good news to the drug stores of Baltimore and we are proud of the part we played in obtaining this saving in taxes for you.

The small amount of dues paid the Associations will be more than amply repaid in tax savings over the years. Association membership is a good investment.

HERE IS YOUR TIME FOR '59

43rd Annual Banquet and Dance

BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION

Lord Baltimore Hotel

Thursday, March 19, 1959 — 6:30 P.M. 'til ?

Continuous Dance Music
for Young and Old from 15 to 90

Favors for the Ladies

Giant Valuable Plunder Boxes for Dues Paid Members

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CALL: Bernie Cherry, 4627 Harford Road
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Tickets $10.00 per person.

KNOW YOUR STATE LEGISLATORS

The Maryland Legislature is convening for a 90 day session in 1959, beginning January 7th.

Pharmacists, pharmacy proprietors and all associated with the drug industry should know who their representatives in the State Legislature are and how they stand on issues affecting the public health and the operation of business enterprises.

The following is the roster of State Senators and members of the House of Delegates. For their addresses consult your telephone directories or telephone the Association for information.

STATE SENATORS

BALTIMORE CITY:

First Legislative Dist.
Joseph A. Bertorelli

Second Legislative Dist.
Joseph V. Mach

Third Legislative Dist.
J. R. Buffington, Jr.

Fourth Legislative Dist.
J. Alvin Jones

Fifth Legislative Dist.
Philip H. Goodman

Sixth Legislative Dist.
George W. Della

COUNTIES:

ALLEGANY
Charles M. See
ANNE ARUNDEL
Louis N. Phipps
BALTIMORE
James A. Fine
CALVERT
Edward T. Hall
CAROLINE
Harry R. Hughes
CARROLL
Edward O. Weant, Jr.
CECIL
Guy Johnson
CHARLES
John T. Parran, Jr.
DORCHESTER
Frederick C. Malkus, Jr.
FREDERICK
Samuel W. Barrick
GARRETT
Bernard I. Gonder
HARFORD
William S. James
HOWARD
Frank E. Shipley
KENT
George B. Rasin, Jr.
MONTGOMERY
Edward S. Northrop
PRINCE GEORGE'S
H. W. Wheatley, Jr.
QUEEN ANNE'S
Robert P. Dean
ST. MARY'S
Walter B. Dorsey
SOMERSET
Harry T. Phoebus
TALBOT
John Clarence North
WASHINGTON
George E. Snyder
WICOMICO
Mary L. Nock
WORCESTER
John L. Sanford, Jr.

HOUSE OF DELEGATES

BALTIMORE CITY:

First Legislative Dist.
Joseph E. Bullock
James S. Dembowski
Chester G. Kosakowski
John J. Nowakowski
James J. Silk
Elmer Elmo Walters

Second Legislative Dist.
Camillo N. Antonelli
Rudy Behounek
Thomas H. Hedrick
Frances Holub
Charles Pauska
Joseph A. Urban

Third Legislative Dist.
Joseph A. Acker
Edward W. Brooks
J. Joseph Curran, Jr.
Francis X. Gallagher
Edward J. McNeal
William C. O'Malley

Fourth Legislative Dist.
Murray Abramson
Irma George Dixon
Sol J. Friedman
Jerome Robinson
Richard T. Rombro
Verda F. Welcome

Fifth Legislative Dist.
Carl W. Bacharach
Maurice Cardin
Marvin Mandel
Alan M. Resnick
Edgar P. Silver
Alexander Stark

Sixth Legislative Dist.
Albert F. Baumann
Henry T. Baynes
Edward A. Bittner
William P. Corrigan
William L. Hodges
William J. Myers

COUNTIES:

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Noel Speir Cook
Fred B. Driscoll
Estel C. Kelley
Lester B. Reed
William Walsh
ANNE ARUNDEL
Charles R. Brockmeyer
W. Garrett Larrimore
John F. McNulty
Ridgely P. Melvin
Orlando Ridout, IV
John M. Whitmore
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A. Gordon Boone
Charles F. Culver
H. Kemp MacDaniel
John N. Macguire
Roy N. Staten
Herbert H. Tyler
CALVERT
Bennie C. Dowell
James E. Hance

CAROLINE
Orland B. Blades
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CARROLL
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Wilbur W. Magin
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John Marshall Butler
J. Glenn Beall

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U. S. Post Office Building, Baltimore, Maryland.

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2.	Daniel B. Brewster	Towson
3.	Edward A. Garmatz	Baltimore
4.	George H. Fallon	Baltimore
5.	Richard E. Lankford	Annapolis
6.	John R. Foley	Kensington
7.	Samuel N. Friedel	Baltimore

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"ME...a hard luck guy?

...not any more!

This coat now. Not mink, maybe, but it's good stuff. Feel it. Jane'll flip over this, for sure. Times *do* change, and so did I."

Change from what?

"Well — I was a hard luck guy. My first drug store folded flat, because it was just a *drug* store. Second time, I added a fountain with cheap, 'high-profit' ice cream. Barely squeezed out with my shirt."

And now?

"Mmmmmmm. Just feel this fur coat. Well, now I've got a drug store in a top spot with a *Sealtest* ice cream fountain."

What about profits?

"By the handful! And in all departments."

Recommend Sealtest fountains to other druggists?

"No. Why should I slip a hot tip to my competitors? All they gotta do is call the local Southern Dairies plant and get the pitch from a Sealtest salesman!"

Sealtest TRADE MARK ICE CREAM

...sells your store!

BROTHERHOOD WEEK FEBRUARY 15-22, 1959

Nationwide observance of Brotherhood Week, sponsored by the National Conference of Christians and Jews, will be held February 15-22. President Dwight D. Eisenhower is honorary chairman of the observance.

The 1959 theme is Brotherhood for Peace and Freedom—Believe It!—Live It!—Support It!

Special events in more than 10,000 communities throughout the United States will mark Brotherhood Week. Programs will extend the work of the National Conference which stimulates year-around programs in schools and colleges, churches and synagogues, labor-management and community organizations, and in newspapers, magazines, motion pictures, radio and television.

The purposes of Brotherhood Week, according to Dr. Lewis Webster Jones, president of the National Conference, are to give people an opportunity to rededicate themselves as individuals to the ideals of respect for people and human rights. "We try to dramatize the practical things that people can do to promote understanding and realization of those ideals. Brotherhood Week is essentially a campaign against the prejudices and bigotries that disfigure and distort religious, business, social and political relations."

The big promotion during Brotherhood Week, according to Dr. Jones, will be to urge people to do more than give the principles of brotherhood mere lip service. "By getting to know the other fellow, the one who has a different creed, race or national origin than yours, by understanding his viewpoint, his ambitions and goals, you will find old prejudices disappear. You'll find that we are all one family made strong and great by the very differences that so many times divide us as individuals and groups. You'll learn to accept or reject a person strictly on his merits as a human being and not because he happens to be different from you."

"We hope that during Brotherhood Week people will begin to get to know and appreciate each other—to make Brotherhood a year round practice."

PHARMACEUTICALS . . .

The most important part of your business . . . will be featured on nationwide television Wednesday, February 18, station WMAR-TV, Baltimore.

On Wednesday evening, February 18, the opening commercial time on the Armstrong Circle Theatre will feature the remarkable new drug products that are available to everyone today. An estimated audience of 20 million Americans will see how recent pharmaceutical discoveries preserve our health and save countless lives—while reducing the time and money that used to be spent on long hospital visits.

This huge television audience is equal to the combined circulation of Life, Look, The Saturday Evening Post, Time, Newsweek and National Geographic! Here's a preview of the TV announcement:

1. Today, new drugs, available to everyone, are saving lives that would have been lost just a few years ago. What's more, they work so quickly they can save you the expense of many extra days in the hospital.
2. For example, 9 out of 10 pneumonia patients now recover and are able to return to work within 4 or 5 days.
3. Such diseases as polio . . . influenza . . . diabetes . . . and tuberculosis have been brought under control by miraculous drugs . . .
4. . . . all recent discoveries of medical research—most of it done by America's pharmaceutical manufacturers.
5. To make sure that these new medicines lose none of their effective-

THE FINEST SURGEONS' GLOVES
ARE MADE OF PURE LIQUID LATEX

LET'S BE SENSIBLE ABOUT **SENSITIVITY**

Only pure liquid latex gives NATURAL SENSITIVITY.

Trojans are naturally, humanly sensitive — THEY'RE MADE OF THE PUREST NATURAL LIQUID LATEX.

For maximum profit — sell Trojans and Guardians, the prophylactics with maximum thinness, maximum strength, MAXIMUM SENSITIVITY.

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ness before they are used, manufacturers pack them in glass bottles, like this one . . .

6. . . . made by Armstrong. The amber glass preserves the strength and purity of the contents, because it screens out harmful rays of light that might weaken or destroy the ingredients.
7. Modern glass containers for the American pharmaceutical industry are just a few of the hundreds of products . . .
8. . . . made by Armstrong to serve industry . . . to serve you . . . and your home.

BIGGEST POTENTIAL CUSTOMER— THE TEENAGE GROUP, SPENDS OVER $9 BILLION A YEAR, ACCORDING TO SURVEY

America's 13 million teenagers spend between them some $9 billion a year, which according to a survey just completed is expected to grow to 24 million teenagers, spending $14 billion a year by 1965.

Teenagers' personal spending habits are analyzed in the current issue of VARIETY STORE MERCHANDISER, leading publication in the $4 billion variety store field. The publication-sponsored survey was carried out under the supervision of T. D. Ellsworth of the Graduate School of Retailing, New York University.

On a weekly income of between $2 and $5, teenagers learn how to handle money by shopping largely in variety stores, which they regard as belonging to them, according to the survey. Their purchases average 25 cents each, though some come to over $10. Fifty per cent of the teenagers shop in variety once a week and their choice—for women—is toiletry and drugs, which come first, then apparel and accessories, then stationery, then food, (soda fountain and candy). Boys buy apparel and accessories most, then stationery, then food, then toiletry and drugs.

Sometimes the teenagers planned purchases are diverted, just as often they buy on impulse.

Girls more than boys shop the variety store. Both boys and girls prefer to shop in pairs or groups, rather than alone; many times 3 or 4 variety stores in succession. A large number of teenagers, reports VARIETY STORE MERCHANDISER in its report on the survey, shop daily—18.1 per cent girls and 17.5 per cent of boys queried—and 33.3 per cent of the girls shop more than once a week. Nevertheless, the survey leads to the conclusion that a large potential of sales exists that is not realized. This could be remedied, the magazine suggests, by making the store more of a social center for the teenage group—"the customer with the longest life expectancy."

CALVERT DRUG COMPANY MEETING

The fifty eighth annual meeting of the common stockholders of the Calvert Drug Company was held on December 11th, 1958 at Marty's Park Plaza, Charles and Madison Sts., Baltimore, Maryland.

The retiring directors, Messrs. J. F. Wannenwetsch, Lloyd N. Richardson and Harry L. Schrader were unanimously reelected.

Nelson G. Diener resigned from the board after disposing of his store and Gordon A. Mouat was named to fill his unexpired term.

The officers and Directors are as follows:

President Harry L. Schrader

Vice-President Simon Solomon

Ex. Vice-President and General Manager John A. Crozier

Treasurer Frank J. Macek

Asst. Treasurer Frederic T. Berman

Secretary J. F. Wannenwetsch

Lloyd N. Richardson, Frank Block, Gordon A. Mouat and J. L. Kronthal.

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for
31 years!

Cheracol*

Each fluidounce contains:

Codeine phosphate	1 gr.
Chloroform	2 grs.
Potassium guaiacolsulfonate	8 grs.
Ammonium chloride	8 grs.
Antimony and potassium tartrate	1/12 gr.
Alcohol	3%

With white pine and wild cherry bark

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*Trademark, Reg. U. S. Pat. Off.

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TRADE MARK
DAIRY PRODUCTS

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OREOLE PROVES
your customers, not you,
pay for your air conditioning.

CUSTOMERS CALL OFTENER
stay longer, buy more

BUSINESS INCREASES
up to 40%

EMPLOYEE
efficiency
increases

YOU CAN BE SURE . . . IF IT'S Westinghouse
SURE OF MORE BUSINESS—MORE PROFITS

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Winter
prices
and
Special
terms to
druggists.

Always call
EDmondson 6-1000
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Refrigeration Co.
2308-10 FREDERICK AVE.
BALTIMORE 23, MD.

PRESIDENT'S MESSAGE
BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION

Dear Fellow Pharmacists:

The Annual Meeting of the Baltimore Metropolitan Pharmaceutical Association, held at the Kelly Memorial Building on December 16th, terminated my tenure of office as president.

On that occasion, I presented the gavel and transferred the responsibilities of the office of president to Herman B. Drukman, the newly elected president of the Association. To him, the other officers, and members of the executive committee, I repeat my congratulations and best wishes for a successful administration.

My interest in the profession of pharmacy and its problems, neither began nor ended with my role as an officer of the Association. I am indeed, grateful for the honors the Association saw fit to bestow upon me. I pledge my support to the new administration in both interest and services. I shall continue to work for the best in Pharmacy and I urge you to do likewise.

I hope that during the coming year you will see fit to support the endeavors of the Baltimore Metropolitan Pharmaceutical Association. Its program is alert and progressive for the common good of all. You should resolve to attend the meetings and functions of the Association. Make it your business to participate in meeting discussions—offer constructive suggestions. Let's pull together instead of making it a tug-of-war.

You can make a good start by paying 1959 dues now. Dues bills have been mailed to all pharmacies in the greater Baltimore area. Dues are nominal—only $10.00 a year. Let's make it 100% for 1959! You can help us achieve this goal by not only paying your own dues, but by also encouraging other pharmacists to do likewise.

In conclusion, I again wish to thank you for the confidence you placed in me by naming me your president for 1958, and for the support you gave me as a member of this wonderful organization. Keep the ball rolling by doing the same for President Drukman.

To each and every one of you, the best of everything during the predicted boom year of 1959.

Sincerely,

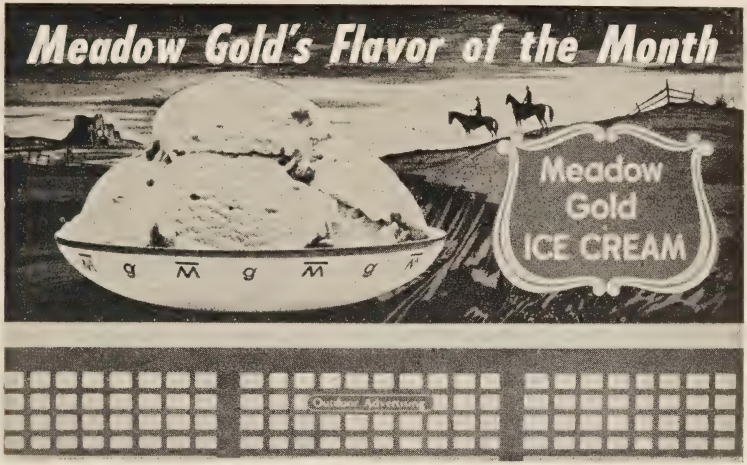
ALEXANDER J. OGRINZ, JR.

DR. JOHN W. DARGAVEL TO BE HONORED BY 25TH ANNIVERSARY DINNER

Benjamin Gudes, Executive Secretary of the New York Retail Druggists Association, announced that on Sunday, April 19th, the Association will sponsor a testimonial dinner to celebrate the 25th anniversary of Dr. John W. Dargavel as Executive Secretary of the National Association of Retail Druggists.

All proceeds of this dinner to be held at the Hotel Astor in New York City, will be contributed to the John W. Dargavel Foundation.

Albert C. Fritz of Indiana, will be National Chairman and Edgar Bellis, Vice-Chairman. This committee will have many prominent people in pharmacy cooperating in a tribute to Dr. Dargavel's many accomplishments for retail pharmacy.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Tie-in with this great promotion! Feature the MEADOW GOLD "Flavor of The Month" and CASH-IN with bigger sales!

PHARMACY BOARD RESULTS

The Maryland Board of Pharmacy met at the office of the secretary, 20 East Twenty-third Street, Baltimore, on Thursday, December 4, to canvass the grades made in the examinations conducted by the Board on November 10, 11, and 12, 1958. Registration was granted to the following:

Donald Aronson
Charles Luther Brashears
Edward Cohn
David Earl Full, Sr.
William Cleveland Harris
Carl Louis Heifetz
Harold Gelbert Holmes
Henry William Hughes
Edward Marlowe
Stanley Edward Protokowicz
Isabelita del Pozo Ramos
George Chris Voxakis
Edgar Gene Waggoner
Leon Weiner
Ann Wolfe Wheeler

Mr. Charles E. Pang passed the theoretical examination, but registration is withheld until he has met the legal requirements for practical pharmacy experience and has passed an examination in practical pharmacy.

The following had previously passed the theoretical examinations, and by virtue of having passed the practical pharmacy examination at this time, registration was granted to them:

Nathan Held Abrahams
Clarence LeRoy Anstine
Harry Bass
Mitchell Berman
Robert Edward Brant
Jay Royce Brinsfield
Pearl Chan
Gerald Ivan Cohen
Harold Lee Cooper
Walter Michael Damasiewicz, Jr.
Paul Prag Elliott
Edward Carroll Esslinger
Edward Alvin Etzler
Melvin Friedman
Patricia Hayes Gaskin
Owen James Gilliece
Colen Clifford Heinritz
Bernard Sheldon Isaacson
Marvin Ban Jaslow
Norman Jack Kronberg
Allan Lisse
Joseph Wilmer Loetell, Jr.
Harry Joseph McKenny
David Collins MacLarty
James Joseph Mallonee, Jr.
David Moses Oken
Seymour David Osheroff
Herbert Gerald Oster
Thomas Rufus Palmer
Stacy Pass
Morton Phillip Printz
Noble Philip Redmond, Jr.
George Eugene Reier
Irwin Jack Rosenberg
John Joseph Ruppersberger
Miles Eugene St. John
Ronald Edward Schindler
Walter Edward Sultan
Nancy Lee Swiss
Chris Peter Tountas
Earl Stanley Waitsman
Clayton Linwood Warrington, Jr.
Jerome Sidney Wittik
Paul Zucker

NATIONAL PHARMACEUTICAL COUNCIL SELECTS ASSISTANT FOR HOSPITAL RELATIONS

William E. Woods, a pharmacist and practicing attorney of Corpus Christi, Texas, has been selected by the National Pharmaceutical Council as an assistant to Executive Vice President Newell Stewart in the field of hospital relations.

Mr. Woods, a native of Texas, received his elementary and high school education in Ballinger and his B.S. degree in pharmacy from the University of Texas. During his last two years in college he served as Assistant to the Chief Pharmacist in Breckenridge Hospital. Following graduation he managed two large professional pharmacies for 4 years.

Mr. Woods was employed by the Texas State Health Department in ad-

A Thoughtful Store
Sweetheart
Sanitary Wrapped
Straws
Sweetheart Straws

Fountain Customers Appreciate

Sweetheart
SANITARY WRAPPED
Straws

Protecting your customers' health is your duty. Sweetheart Sanitary Wrapped Drinking Straws afford this necessary protection and your customers will show their appreciation through increased patronization. No extra charge for your "Personalized" advertising imprinted on wrappers.

The Sign of "A Thoughtful Store"

If Your Wholesaler Can't Supply You, Write or Phone:

MARYLAND PAPER PRODUCTS COMPANY
1100 South Eutaw Street - - - - Baltimore, Md.

Look what I found!

I found that my customers really go for those tasty Lance snacks. And I found, too, that I make more money on them than any other brand. Must be because they sell so fast.

They're advertised

LANCE
CHARLOTTE, N. C.

TOASTCHEE
LANCE

ministrative affairs and in making a detailed survey of hospital facilities in Texas after which he went with the U.S. Public Health Service working with the State Health Departments of 18 southeastern states and as Assistant Director of Operations and Chief of Commissioned Officers Unit.

The Pharmaceutical Survey Office employed Mr. Woods to work under Dr. Edward C. Elliott in making a comprehensive survey and analysis of pharmacy legislative controls and boards of pharmacy.

The National Pharmaceutical Council, after several meetings with leaders in hospital pharmacy, has recognized the vital importance of this area of distribution. The selection of Mr. Woods to promote mutual understanding and establish closer liaison between the Council and the hospital pharmacists, administrators and physicians will provide each group with the furtherance of its respective goal of contributing to the benefit of the health of the general public.

H.I.F. REPORTS ON CHILDBIRTH SAFETY

Reductions in the death toll among women during pregnancy and childbirth rank as an "almost unparalleled achievement of medical progress," Health Information Foundation reported.

In its statistical bulletin, *Progress in Health Services,* the Foundation pointed out that the maternal mortality rate in this country has dropped 93 per cent in the last four decades—from 61 deaths per 10,000 live births in 1915 to 4.3 deaths in 1957.

One maternal death occurs in approximately 2,300 live births today, compared with one maternal death for each 165 live births in 1915. Last year, the Foundation stated, 4,200,000 babies were born in the United States; there were 1,600 maternal deaths. Had the rate of one generation ago still prevailed, the number of maternal deaths would have run as high as 28,000.

In actual fact, pregnancy and childbirth have become very minor causes of death in this country, accounting for only one-tenth of 1 per cent of all deaths and only 4 per cent of all deaths among women of childbearing age. Accidents alone cause three times the number of deaths among women of reproductive age as maternity does.

Although maternal death rates have dropped among women of all the childbearing age groups, the greatest gains have been made by women at the younger ages. The safest age group is the 20-24 year-old; only 3.2 maternal deaths per 10,000 live births occur in this group. Next come women under 20 and those in the 25-29 group, each with a rate of 4.3.

Birth order is also related to safety in childbearing, the Foundation added. "Second births are safer than first, and third even safer than second. With fourth births maternal mortality rises again, and the hazards connected with later births begin to exceed even those in the first."

Much of the improvement in childbirth safety, says H.I.F., "is attributable to the high level of prenatal care and hospitalization for birth now customary in this country." In 1955, 94 per cent of all live births occured in hospitals, and 97 per cent of all births came with a physician in attendance.

The basis for today's standards of childbirth safety was established during the 1920s, the Foundation pointed out. During this period great gains were made in hospital standards of sanitation, medical research, post-graduate instruction in obstetrics, and knowledge of nutrition, obstetrical surgery, and anesthesia. Later the improvement accelerated with the introduction of the sulfas, penicillin, and the broad-spectrum antibiotics.

If present trends continue, the Foundation concluded, "risk may be virtually eliminated from childbearing. The lowest maternal mortality rates achieved anywhere today may come to seem high, as those of former years seem now."

1909 - - - 1959

OUR FIFTIETH ANNIVERSARY

Our entire organization extends greetings to you for the year . . . 1959 . . . and wishes to thank the pharmacists of Maryland for their loyal support and most valued patronage over the years . . .

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Millers Forge Manicure Implements
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"Drug Store Action"

"DRUG STORE ACTION"
is WBAL and WBAL-TV's
POWERFUL COOPERATIVE
MERCHANDISING PLAN

2 PROGRAMS WEEKLY
WBAL radio every Friday
night 8:05 to 8:30 P.M.

WBAL-TV
Every Friday Afternoon
1:45 to 2:00 P.M.

"Drug Store Action" enlists the support of Maryland's 720 independently owned Drug Stores for approved products advertised on

WBAL and WBAL-TV

50,000 watts maximum power
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Accepted By Pharmaceutical Profession Since 1890

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Manufacturers of
DRUG SPECIALITIES
Stearns and Patch Private Label Formulas
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Phone LA. 3-4624
Baltimore 17, Md.

IMPORTANT PRESCRIPTION INFORMATION SERVICE

PHARMINDEX, a pharmaceutical new-product reference for pharmacists, now is available in this area following its introduction on the West Coast in October, 1958.

The purpose of PHARMINDEX is to obsolete the need for clumsy and expensive filing of manufacturer product-cards, literature and other new-product data, by providing a complete, up-to-date, easy-to-use source of product information when the products are new. It is designed to solve the busy pharmacist's problem of getting, keeping and recovering pharmaceutical product-data —a problem which heretofore has only inadequately been approached by existing methods.

PHARMINDEX is a monthly publication, printed, bound and punched for ring-binder. Each monthly issue contains full data on formula, indications (and contraindications, if any), administration and dosage, and packaging and prices, for virtually every new pharmaceutical specialty released in the month of publication.

Each monthly issue also will contain —and this is a major feature—cumulative four-way index for that issue **and for preceding issues for one year back.** This cumulative feature of the indexing means that, each month, the pharmacist's binder of back-issues is brought up-to-date not only in product data, but in index as well.

Indexing is not only by trade-name, but also by manufacturer, generic title and therapeutic indication. PHARMINDEX thus is the only reference source available which furnishes **both** complete, cumulative index and also up-to-date product data. And PHARMINDEX is the only reference service which generically indexes combinations as well as single-ingredient products. This is an important feature for pharmacists.

The unique "PHARMINDEX System" works like this:

When the pharmacist receives his current number, he will place it in the binder, at the front; and simultaneously will remove the issue 13 months old from the back of the binder. Thus, his current binder always will contain complete references to all important new pharmaceuticals introduced in the past 12 months, right up to the present. The current index, **referring to all 12 issues,** will make them the equivalent of a single volume, with index at the front.

Old issues, as they are removed each month, should be accumulated in binders by calendar year for permanent back-reference.

The PHARMINDEX service also includes Mid-Monthly Supplement, which puts information to the pharmacist on a twice-a-month basis—faster by far than any comparable reference source. Supplements are not kept permanently, but are discarded when the next main issue arrives, for all products in the Supplements are re-published in full, and indexed, in the main edition which follows.

PHARMINDEX already is in use in more than 3,000 drug stores, more than half of all stores, in seven states, indicating a rapid and wide acceptance and substantiating the publisher's conviction that pharmacists would welcome a service like PHARMINDEX. Publisher is Wm. C. Felter, formerly publisher and editor of one of the nation's leading pharmaceutical journals. PHARMINDEX is published at 485 N.W. Skyline Boulevard, Portland, Oregon (P.O. Box 1029 Federal Station). Subscription is $18.00 a year, including Mid-Monthly Supplement and quality Vinyl-covered 3-ring binder.

The need for a professional-products reference having features expressly for pharmacists has grown accute in recent years, with the rapid introduction of new pharmaceuticals and the speed with which their marketing is accomplished.

A recent survey among drug stores, for instance, showed that on more than

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DANNY
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Making high-quality ice cream in a variety of flavors is the secret of Delvale's success . . . Anyone who buys or sells Delvale ice cream soon finds it out for himself . . . It's an open secret.

But now dealers everywhere are learning another secret about Delvale ice cream: **Delvale means increased ice cream sales, higher ice cream profit from rapid turnover, and greater buyer traffic.**

Find out what Delvale can do for you.
Call us for information, today.

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ICE CREAM

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101 CHEAPSIDE
BALTIMORE 2, MD.

MARYLAND'S FAMOUS
CATALOGUE WHOLESALE DRUGGIST & SUNDRYMAN

WRITE for YOUR copy TODAY

half of the occasions when pharmacists had to look up product-data, the products sought were less than a year on the market. In answering physician-inquiries, whether on new or old products, the pharmacists surveyed had to go to reference sources 75 per cent of the time.

The source used most often in most drug stores was the file of manufacturer product-cards. This problem of maintaining card and literature files is one of the major reasons for PHARMINDEX, which is designed to do the job better, with no trouble.

All told, as many as nine references were used. Of these, PHARMINDEX is designed to wrap-up the functions of seven in a single source—emphasizing the qualities of early information, complete information, full coverage of the field of manufacturers, and a format that puts the information at the pharmacist's finger-tips.

"SOFT SELL" MORE IMPORTANT THAN EVER

Recognition and friendly help—without pressure—are the keys to selling today's variety store customer. The burgeoning trend toward self-service has created the need for customer recognition according to Variety Store Merchandiser, leading publication in the $4 billion variety store field.

The trick in self-service is to allow customers to browse. Phrases like, "May I help you?" or "Is there something I can do for you?" are sudden death to sales. Employees are urged to offer a friendly smile, a cheerful "good morning, Mrs. Smith" or a nod of recognition to help customers feel more at home in the store but they are taught not to hover, not to intrude. However, sales people are trained to spot confused or puzzled customers and diplomatically say something such as, "Is there something you can't find?" or "Did you find what you wanted?" Check-out cashiers are also trained to greet customers with a smile and to use customer names whenever possible.

Sales training in variety stores is also focusing on direction of store traffic and how to help customers to "trade up."

DRUG STORE CHANGES

The following are changes in drug stores for November:

Drug Stores Closed—

Rudie's Pharmacy, Harry Rudie, 4300 Park Heights Ave., Baltimore 15.

North Gay Pharmacy, Fred Emanuel Goldsmith & Bernard Kline, 1871-1875 N. Gay St., Baltimore 13.

John Bradford, Bradford Pharmacy, 2431 Ashland Ave., Baltimore 5.

LILLY RESUMES PRODUCTION OF POLIO VACCINE

Since last June the company's vaccine plant has been idle, except for development work, and its personnel reassigned to other duties. Public demand for polio immunization has been lagging far behind productive capacity, and Lilly felt it was useless to continue to pile up stocks of perishable vaccine which would not be used before it became outdated.

Lilly President Eugene N. Beesley, commenting upon his company's decision to resume vaccine production, said: "We fully realize that we may again have vaccine inventory problems if public apathy toward immunization continues. At the same time, we intend to do everything within reason to meet our responsibility for having adequate supplies of important medical products available at all times. Medical authorities are convinced that paralytic polio can be eradicated if people will avail themselves of the opportunity to be immunized against the disease. As far as vaccine supplies are concerned, Lilly desires to see that this opportunity exists."

Lilly's polio vaccine facilities have been maintained on a stand-by basis since production was suspended. This

The Burrough Bros. Mfg. Co.

Quality Pharmaceuticals Since 1863

123 Market Place, Baltimore 2, Md.

Phone: Plaza 2-6733

Austin's
CHEESE PEANUT BUTTER SANDWICHES
MFD. BY AUSTIN PACKING CO., INC. ★ BALTIMORE 30, MD. U.S.A.
Austin's
CHEESE PEANUT BUTTER SANDWICHES

AT THE FOUNTAIN—

—the most Reached-for Peanut Butter Sandwiches in America!

AUSTIN PACKING CO., INC. • BALTIMORE 3, MARYLAND

will permit the company to resume production without delay. Personnel experienced in polio vaccine production and testing assigned temporarily to other work are currently being reassigned to the vaccine project.

THE PHARMACIST'S LIBRARY

Book Review

DOCTOR SQUIBB: The Life and Times of a Rugged Idealist by Lawrence G. Blochman. Simon & Schuster, New York, 1958. 356 pp. plus index $5.00

This is the story of an outstanding example of a type of person rapidly disappearing from our scene—an individualist, "rugged idealist". To the health professions, and particularly for pharmacists who would attempt to be familiar with the history of pharmacy in the United States (and thereby gain better understanding of the how any why of present day pharmacy), this book provides indispensable background material.

Dr. Squibb served as a physician in the Navy for 10 years and it was his experience with the poor quality of drugs supplied to the Navy Medical Service which kindled his passionate interest in securing unadulterated and pure drugs for all.

Mr. Blochman, through copious quotations from Dr. Squibb's highly detailed personal journals and many publications, reveals the unforgettable person who was greatly responsible for the eventual victory of Dr. Harvey W. Wiley in obtaining the enactment of the first Pure Food and Drug Act of 1906. Today it is pertinent to note that the Proprietary Association was organized in 1881, and became "a full-fledged lobby, strong enough to kill a House bill introduced that year proposing to bar the mails to 'noxious and dangerous medicines'."

In spite of many personal and business misfortunes which would have finished lesser men, Dr. Squibb founded a pharmaceutical manufacturing firm which from the very beginning made no compromise with quality, purity or integrity.

Dr. Squibb's outlook on any drug was that " . . . medicine which must ultimately reach the stomachs of the sick for the purpose of restoring health cannot be considered as common merchandise".

This viewpoint cannot be overemphasized even today.

He fought for an effective Code of Ethics for the medical profession and lost out against "an active, vigilant minority . . . stronger than a supine, inactive body twice their number". Years later the New York Medical Society had a Code of Ethics.

In summation, "Dr. Squibb" is recommended as an essential contribution to the knowledge of the historical foundations of medicine and pharmacy in the 19th century and, therefore, to a balanced perspective and insight into the problems facing Pharmacy in 1959.

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Are You Taking Full Advantage of "LOEWY" Firsts?

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3. NEW PRODUCTS INFORMATION AND CARD FILE
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7. PERMANENT PRESCRIPTION RECORD BOOK

Loewy Drug Company, Inc.

"Professional Service For The Professional Pharmacist"

1120 NORTH CHESTER ST. BALTIMORE 13, MD.

DIckens 2-7875

THIS AND THAT

City Pharmacy has moved to its new quarters in Havre de Grace, Maryland. The New City Pharmacy, completely new and modern, is located in a specially constructed building—everything is sparkling new. David Newman has been the owner of City Pharmacy since 1943. His brother Albert Newman is associated with him. Both are graduates of the University of Maryland, School of Pharmacy.

Aaron Libowitz, owner of Libby's Rexall Pharmacy in Baltimore, won a Nash Rambler V-8 in a recent Rexall Contest. For those who don't know—Aaron is full of ideas and good at this sort of thing. As Chairman of the M.P.A. Professional Relations Committee, he makes many of his ideas available to all pharmacists in an effort to promote the Pharmacy as the health center of the community.

News comes from Hagerstown that the Parke-Davis series of paintings, "History of Pharmacy In Pictures" was displayed at the Washington County Museum of Fine Arts during the month of December. Incidentally, the showing of the original paintings will be a feature of the 1959 Convention of the Maryland Pharmaceutical Association at Galen Hall.

Beltsville Pharmacy in Beltsville, Maryland has been running a series of smart professional type advertisements in the local newspaper, The Beltsville News. They are offering a real community drug store service.

The pharmacists of Maryland and their friends, are making contributions to the University of Maryland Baltimore Union Building now being constructed on the Baltimore Campus on Lombard Street. All contributions will be used for furnishings only. If you have not already done so, please send a contribution to: The Greater University of Maryland Fund, c/o Joseph Cohen, 650 West Lombard Street, Baltimore 1, Maryland.

FOR YOUR HEART'S SAKE

Every big winter storm leaves a tragic toll of heart deaths among persons—mostly over 50 years of age—wielding snow shovels or pushing stalled autos.

The Public Education Committee of the Heart Association of Maryland has drafted a set of rules to guide men and women after a snowstorm. Dr. Sidney Scherlis of Baltimore, Committee Chairman, advises:

1. If you have heart disease, don't shovel snow or push stalled autos, unless your doctor approves.
2. Treat snow shovelling like any other exercise. If you are young, healthy and fit, shovel away to your heart's content. If you are over 40 (and healthy) shovel moderately.
3. Although the hale and hearty can shovel any time they want, it is generally good advice to do this or any other exercise before, rather than after, eating.
4. Distribute the shovelling through the whole body. Don't just use your arms. Lift the shovel with your body weight, keeping the hands and feet apart to get good leverage. The hands and feet should be kept adequately warm with suitable clothing.
5. Never shovel snow to the point of exhaustion. Watch this carefully, since the invigorating quality of the cold air can fool you.

What strains the heart in any exercise like shovelling snow is the sudden demand for more blood from overworked muscles. But the key point is keeping in physical trim.

ARE YOU MISSING SOMETHING?

New forms of insurance coverage now available offer increased protection, simplicity of handling plus premium savings.

Our representative will call on you to discuss these new policies so that you may be sure your insurance program is up-to-date.

GREENE & ABRAHAMS CO., INC.
E. A. ROSSMANN, President
225 EAST REDWOOD STREET
BALTIMORE 2, MARYLAND

The best "mixers" are using

Suburban Club
GINGER ALE

. . . and
Bubbles (Club Soda)
Tom Collins Mixer
Up Town (Lemon-Lime)
Squirt
Schweppes Quinine Water

Are You Ready For The Demand? ???????

SUBURBAN CLUB Carbonated Beverage Co., Inc.
ORleans 5-0100

PHARMACY HINTS

One of the major public relations problems, not only for the profession of pharmacy in general, but for every individual pharmacist, is the customer's complaint that he was charged less for the same prescription at the pharmacy "down the street".

It is gratifying to learn of at least one physician—Dr. Edgar End of Wisconsin—who recognizes the compounding of a prescription as a professional service for which the pharmacist may determine his own price, just as the physician does. Dr. End believes "a prescription is not a commodity with a set price, such as a loaf of bread". He suggests, however, uniform pricing among pharmacists in close proximity to each other, especially in the pricing of common drugs.

Even those pharmacists who would like to avoid counter-prescribing are often forced into counter-prescribing situations by customers who insist on advice on self-treatment or the choice of two proprietary medicines. After concluding the sale, the pharmacist with a professional outlook will always urge the customer to be sure to visit his family physician if the illness does not improve in a short time.

The unwary pharmacist may find himself in a difficult position if he is not cautious in answering inquiries about the nature and purpose of medication prescribed on a prescription. A usually successful answer by the pharmacist would point out that a drug may have several uses in a number of different conditions. As the pharmacist could only guess what the exact condition is, he suggests that the physician should be asked for the desired information.

Americans are always moving from one location to another. If a newcomer to your area inquires for the name of a "good doctor", avoid the possibility of being blamed for a physician who does not please a customer. Always suggest the names of two or more physicians.

U.S. REVISES LIST OF ITEMS WHICH ARE SUBJECT TO EXCISE TAX ON LUGGAGE

Under the Excise Tax Technical Changes Act which goes into effect on Jan. 1, 1959, the Internal Revenue Service has just issued a list of 38 items subject to the 10% excise tax on luggage items. The complete list follows:

Bathing suit bags
Beach bags or kits
Billfolds
Briefcases
Brief bags
Camping bags
Card and pass cases
Collar cases
Cosmetic bags and kits
Dressing cases
Duffel bags
Furlough bags
Garment bags for use by travelers
Hatboxes for use by travelers
Haversacks
Key cases or containers
Knapsacks
Knitting or shopping bags, suitable for use as handbags
Makeup boxes
Manicure set cases
Memorandum pad cases suitable for use as card cases
Musette bags
Overnight bags
Pocketbooks
Purses and handbags
Ring binders that close on all sides
Salesmen's sample or display cases, bags, or trunks
Satchels
Shoe and slipper bags
Suitcases
Tie cases
Toilet kits and cases
Traveling bags
Trunks
Vanity bags or cases
Valises
Wallets
Wardrobe cases

American Druggist Nov. 3rd Issue

♫ You better watch out
You better be ready
Holiday sales are
coming your way ♫
SPEEDY
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Be ready with an extra stock

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STOP!
LOOK! LISTEN!
Special holiday advertising
on an expanded national
scale will enhance
your sales of
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MILES PRODUCTS M

Division of Miles Laboratories, Inc.
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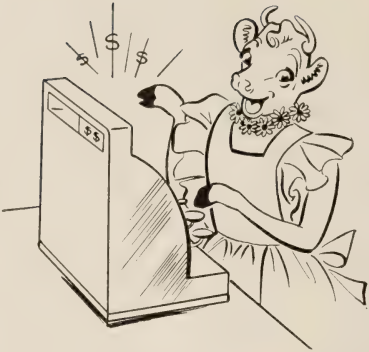


Elsie is not a clock-watcher. Every minute of her time is devoted to selling ice cream for Borden dealers. She'd love to work for you. May she?

Borden's
ICE CREAM
ORleans 5-0171

FIRST AID for throat irritations

THANTIS Lozenges, the original anesthetic, antiseptic throat lozenge, is still *the leader in its field.*

THANTIS gives better relief than its many imitations because it contains Saligenin, a mild, non-irritating local anesthetic which relieves soreness.

THANTIS contains Merodicein, a highly effective, long-lasting antiseptic which combats infection.

THANTIS does not contain an antibiotic and cannot cause unpleasant side reactions in the mouth.

THANTIS has been a household word for twenty-eight years and its effectiveness and safety are backed by extensive clinical and lay use over this period.

THANTIS Lozenges *displayed* at point of sale bring big returns for a *little space.*

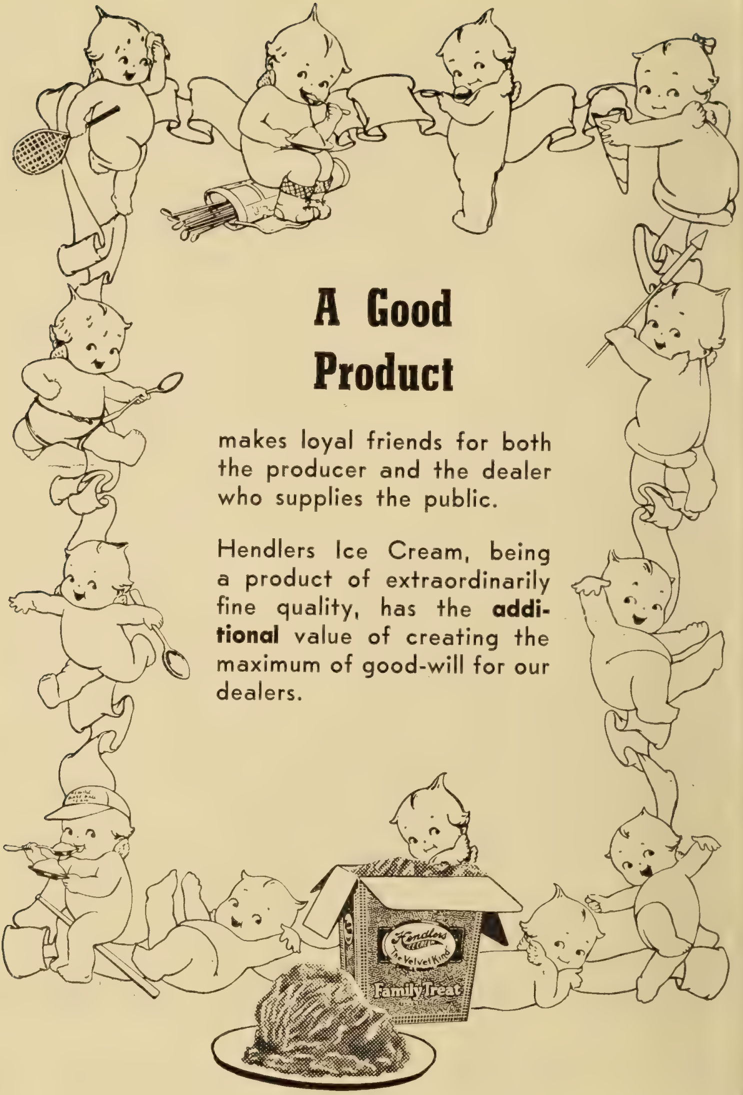
Supplied in packages of one dozen vials of 12 lozenges each.

Thantis
LOZENGES

Thantis LOZENGES
THANTIS LOZENGES
For Throat Irritations
THANTIS' LOZENGES

HYNSON, WESTCOTT & DUNNING, INC.,
Baltimore 1, Md.

HWD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Family Treat

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Hendlers Ice Cream, being a product of extraordinarily fine quality, has the **additional** value of creating the maximum of good-will for our dealers.

First name in ice cream
for over a half-century

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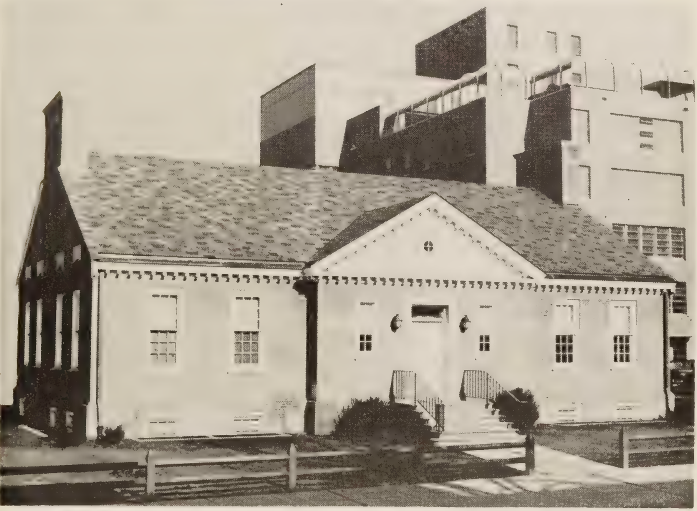
VOLUME XXXIV JANUARY, 1959 No. 4

SIXTH ANNIVERSARY, JANUARY 16, 1959



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How to shrink those wide open spaces . . .

36 Lilly Service Wholesalers corral the great Southwest

Modern prescription department operation demands fast, efficient stock replenishment—precisely the function of more than 300 Lilly service wholesalers throughout the country.

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The Lilly Policy of wholesale distribution serves the southwestern pharmacist — and pharmacists everywhere—by simplifying his operation, making it more efficient.

No matter where you are, there's a Lilly service wholesaler nearby.

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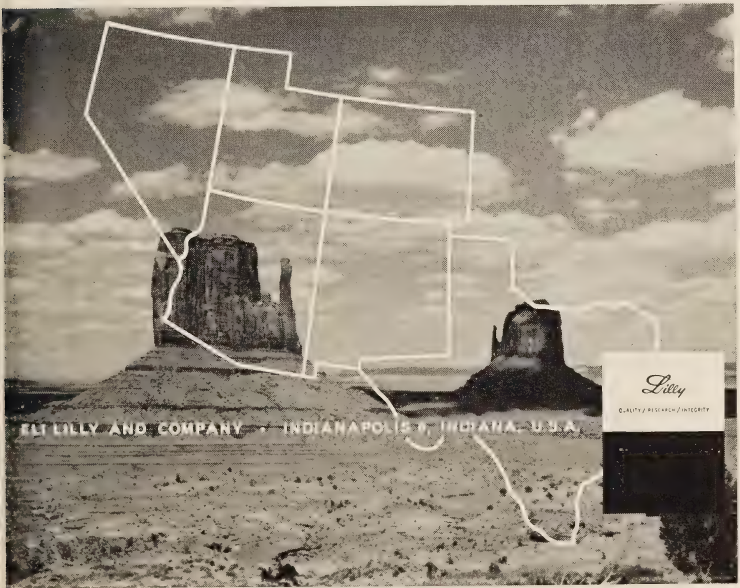
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Supplied: bottles of 100 capsules

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The Maryland Pharmacist

MARYLAND PHARMACEUTICAL ASSOCIATION
Office of Publication: 650 W. Lombard Street, Baltimore-1, Md.
SAratoga 7-0746

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ALL PAST PRESIDENTS

. . . Editorial . . .

FAIR TRADE ACTION NEEDED

A national Fair Trade Bill has been introduced in the House of Congress by Representatives Oren Harris (D. Ark.) and the proposal has been referred to the House Interstate and Foreign Commerce Committee. Congressman Samuel N. Friedel, of the 7th Congressional District of Maryland, is a member of that important committee. The Bill is identified as: H.R. 1253. Congressman Friedel is supporting the Bill.

It is expected that Senator Hubert H. Humphrey (D. Minn.) and Senator William Proxmire (D. Wisc.) will join in the introduction of an identical Bill in the Senate in the very near future.

The national Fair Trade Bill has undergone revision to make it more acceptable to the majority of the members of Congress. It has been characterized as the most important single piece of legislation needed to create a climate of fair competition. We in Maryland agree wholeheartedly with these sentiments.

The time has come to actively support Fair Trade. This can be accomplishe in three simple ways:

1. Fair Trade minimum prices shoul be maintained at all cost to prevent complete collapse of Fai Trade. Insist on enforcement o Fair Trade Contracts by thos manufacturers who are allowin the sale of their products to b demoralized by condoning ruthles price-cutting. Display and merchandise "price maintained" products only. Support all efforts i behalf of Fair Trade.
2. Protest, vigorously, all efforts t weaken or repeal Fair Trade. Oppose S.B. 316 that has been introduced in the Senate of the Maryland State Legislature by Senato John L. Sanford, Jr., of Worceste County. Contact city and count representatives in the Legislature both, members of the House o Delegates and the Senate.
3. Support the national Fair Trad Bill: H.R. 1253. Write to the Con-

---

MARYLAND IN CONGRESS

U. S. SENATORS

John Marshall Butler J. Glenn Beall

Senate Office Building, Washington 25, D. C. and
U. S. Post Office Building, Baltimore, Maryland.

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6.	John R. Foley	Kensington
7.	Samuel N. Friedel	Baltimore

Address Of All:
House of Representatives Office Building,
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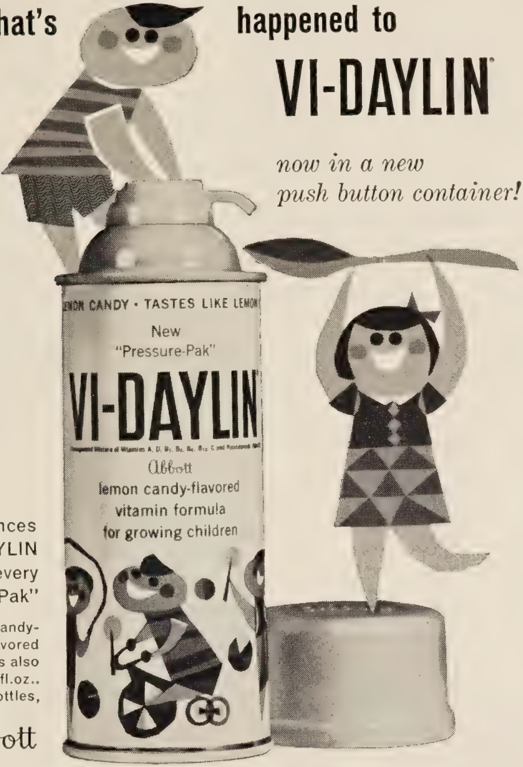
now in a new
push button container!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New
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lemon candy-flavored
vitamin formula
for growing children

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of VI-DAYLIN
in every
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Lemon candy-
flavored
VI-DAYLIN is also
supplied in 3-fl.oz..
8-fl.oz. and pint bottles,

Abbott

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No mess . . . no waste . . . no sticky cap. All Mom does is press the button, and golden VI-DAYLIN fills the teaspoon!

FASCINATES YOUNGSTERS!

Children of all ages delight in serving their own daily doses of VI-DAYLIN from the new "Pressure-Pak." It even softens up "won't takers" at vitamin time.

COLORFUL COUNTER DISPLAY!

The new VI-DAYLIN "Pressure-Pak" comes with a bright, gay counter display self-shipper to help you sell VI-DAYLIN to parents and youngsters alike. Set it up, and watch your VI-DAYLIN sales soar!

®VI-DAYLIN—Homogenized Mixture of Vitamins A, D, B_1, B_2, B_6, B_{12}, C and Nicotinamide, Abbott.

811184

gressman of your district asking his support. Write to Senator John Marshall Butler and Senator J. Glenn Beall. Neither of our Senators have taken a definite stand on Fair Trade legislation, although Senator Butler promised to support Fair Trade prior to his re-election to the Senate. We are reprinting the names and addresses of the Maryland Congressional Delegation.

All other retail interests in your respective area should be rallied to the cause of Fair Trade. Fair Trade is not confined to the Drug Business alone. Other retail interests benefit from Fair Trade. They should be made aware of this and urged to lend their support to the enactment of protective legislation.

Fair Trade is vital. Your very existence depends on its survival—*A C T.*

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HOOVEN LETTERS
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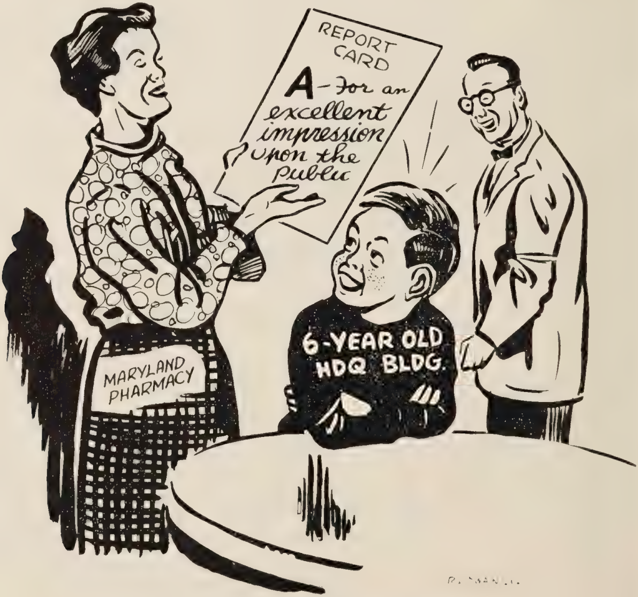

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Serving Southern Maryland

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Serving the Eastern Shore

PRESIDENT'S MESSAGE

Dear Fellow Pharmacist:

In regard to Public Health and Medical Service, why must Pharmacy be considered only as an afterthought—if at all?

Whenever a government agency considers a plan involving Public Health and Welfare, it revolves around the great Health Team of Medicine, Dentistry and Nursing. This occurs at all levels, Federal, State and Municipal, as well as plans developed by the American Medical Association and Labor, such as Blue Cross, Blue Shield and Clinics.

The American Medical Association is busy now extending itself in an old age medical plan. *No where* and at *no time* have I seen Pharmacy included at the inception of these plans—Why? If these plans could succeed within themselves, I might, even though it would hurt my pride, concede that Pharmacy might be extraneous. The facts are, however, that Pharmacy is called upon after all the planning, and admonished to go along with the program. The truth is that these programs could not be successful without Pharmacy. (Example—Medicare and Indigent Program.)

The fears of socialized medicine have been responsible for the development of these programs, yet the rightful custodians of drugs and medicines are not even considered.

Is it that we are deluding ourselves into thinking that we are a profession dedicated to Public Health and Welfare or are we being relegated to a secondary position because of ineffectual organization and the lack of proper representation?

At the interim meeting of the American Pharmaceutical Association, I listened to a representative of the American Medical Association on the program report on a plan being developed for the aged. He stated to this august body that the health team of Medicine, Dentistry and Nursing was represented in the planning. I interrogated him after the meeting about the exclusion of Pharmacy and his answer was that he did not know why Pharmacy was not included and that it did not occur to them to do so.

Are these oversights deliberate and planned, and are we victims of our own vanity in believing we are or should be a part of the Health Team?

Health benefits and services are number *one* on the list of organized labor, and "Liberal" lawmakers with Labor's support will drive for increased benefits. The American Medical Association and private insurance companies are equally determinded to offset this effort with legislation at the State level to prevent what is apparently leading into socialized medicine.

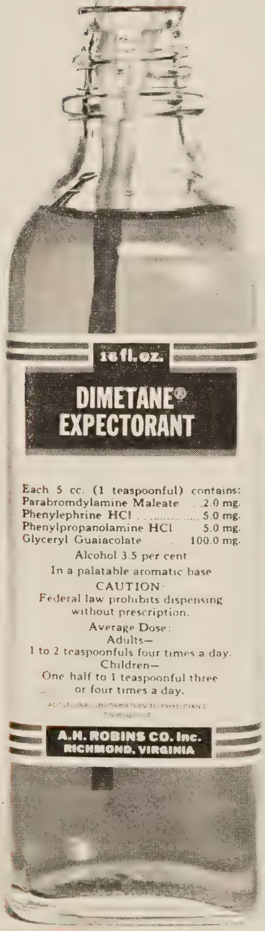
Pharmacy must be considered *wherever* and *whenever* medical services are contemplated.

Can the answer to these flagrant omissions be the lack of Professional Relations between Medicine and Pharmacy at the National and Local levels?

Sincerely,

FRANK BLOCK, President

being
introduced
this month
new for
cough


16 fl. oz.
DIMETANE®
EXPECTORANT
Each 5 cc. (1 teaspoonful) contains:
Parabromdylamine Maleate 2.0 mg.
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Glyceryl Guaiacolate 100.0 mg.
Alcohol 3.5 per cent
In a palatable aromatic base
CAUTION:
Federal law prohibits dispensing without prescription.
Average Dose:
Adults—
1 to 2 teaspoonfuls four times a day.
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One half to 1 teaspoonful three or four times a day.
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the good flavor! And
ETANE EXPECTORANT
cough is as effec-
e as it is delicious.
MULA: each 5 cc. (1
spoonful) contains:
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; Glyceryl Guaiaco-
100.0 mg.; Phenyl-
rine Hydrochloride,
P 5.0 mg.; Phenyl-
panolamine Hydro-
oride, NNR 5.0 mg.;
ohol 3.5% in a good-
ting aromatic base.

works better

combines the unsurpassed antihistamine Dimetane with the clinically proven expectorant glyceryl guaiacolate (which increases R.T.F. almost 200%) and two recognized decongestants. When additional cough suppressant action is indicated, prescribe DIMETANE EXPECTORANT-DC, which provides the basic formula with dihydrocodeinone bitartrate 1.8 mg. per 5 cc. (exempt narcotic).

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Robins

imetane® Expectorant-DC

NONE BITARTRATE 1.8 MG./5CC.

. . . Fair Trade News . . .

PRE-PRICING

The Colgate-Palmolive Company has proceeded with the necessary arrangements at its plants for pre-pricing of its Toilet Article products. In fact, some pre-pricing has already begun.

The decision to pre-price was made by the Toilet Articles Division after exhaustive surveys throughout the Country gave every indication that the greatest majority of dealers were heavily in favor of pre-pricing as a service which could save them much costly time and some expense.

Even though pre-pricing adds one extra operation at the plant, the Colgate-Palmolive Company feels that it must give every consideration to the wishes of its dealers in providing this extra service.

FAIR TRADE STICKER NOTICES

Jan., 1959

BLOCK DRUG CO.—Page 4-B

Item	**F.T.M.**
Corega Denture Adhesive Powder—Small	.43
Corega Denture Adhesive Powder—Medium	.63
Wernet's Denture Adhesive Powder—Small	.39
Wernet's Denture Adhesive Powder—Medium	.63
Polident—Small	.39
Polident—Large	.69
Poli-Grip—Large	.67

THE ANDREW JERGENS CO.—Page 44-A

Woodbury Foundation, Facial, All Purpose, Cold and Dry Skin Creams:

from .39 to .45 per jar
from .69 to .75 per jar
from .97 to 1.00 per jar

EATON LABS.—Page 24-C

Item	**F.T.M.**
Furacin Soluble Dressing—2 oz. Tube	2.00
Furacin Soluble Dressing—5 oz. Jar	4.00
Furacin Soluble Dressing—1 lb. Jar	9.60
Furacin Solution—2 oz.	1.84
Furacin Solution—1 pt.	8.54
Furacin Ear Solution—15 cc	1.67
Furacin Nasal Solution—15 cc	1.67
Furacin Opthalmic Liquid—15 cc	1.67
Furacin Opthalmic Ointment—⅛ oz.	1.10

MEAD JOHNSON—Page 59

Casec—3-1/3 oz	1.75
Casec—30 oz.	10.98
Deca Vi Sol Tabs.—24's	1.65
Deca Vi Sol Tabs.—100's	4.95
Dextri-Maltose #1—1 lb.	.98
Dextri-Maltose #1—2½ lb.	2.16
Lonalac—4 lb.	9.77
Lytren—8 oz.	1.79
Poly Vi Sol Tabs.—24's	1.50
Poly Vi Sol Tabs.—100's	4.55
Protenum—1 lb.	2.29
Protenum—4 lb.	7.79

NOXZEMA CHEMICAL CO.—Page 69

Noxzema Medicated Skin Lotion—6 oz.	.89
High Noon Suntan Lotion—6 oz.	1.45
High Noon Suntan Lotion—12 oz.	2.45
High Noon Suntan Lotion—3 oz.	.89

RICHARD HUDNUT—Page 40-A

#25109 DuBarry Liquid Treasure	2.00

PERSONAL PRODUCTS CORP.—Page 74

Modess—Regular & Super—24's	.87

THE STUART COMPANY—Page 95-B

Softran Tablets—25 mg.—100's	7.95
Dialose Plus Capsules—100's	4.25
Dialose Plus Capsules—1000's	39.10

PRICE PROMOTIONS

Item	F.T.M.
#25027 DuBarry Young Promise ($3.50 size)	2.00
#25673 DuBarry Royal Velvet & Cloudsilk Pearled Face Powder Combination	3.50

G. D. SEARLE & CO.—Page 88-B

Metamucil Powder—4 oz.	1.26
Metamucil Powder—8 oz.	2.16
Metamucil Powder—16 oz.	3.50

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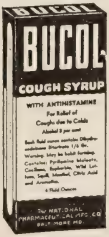
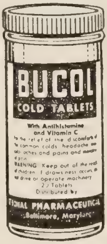
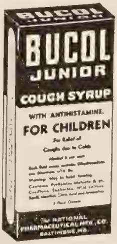
The BUCOL Twins Are Now A Trio!


BUCOL
BUCOL
COUGH SYRUP
WITH ANTIHISTAMINE


BUCOL
COLD TABLETS
With Antihistamine and Vitamin C


BUCOL
BUCOL
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WITH ANTIHISTAMINE
FOR CHILDREN

FTM $ .98 FTM $ .89 FTM $ .69

WE HAVE ADDED BUCOL COLD TABLETS
WITH ANTIHISTAMINE
TO THE BEST COUGH SYRUP TWINS ON THE MARKET!

THE NATIONAL PHARMACEUTICAL MFG. CO.
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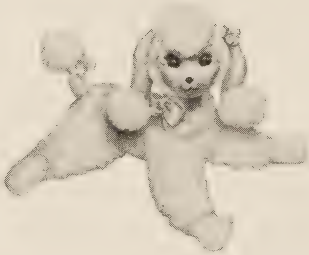

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23 S. CHARLES STREET

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. CONTRIBUTIONS .

COSMETICS FOR THE PHARMACIST

by B.F. Allen*

The pharmacist should know as much as possible about the cosmetics he sells or dispenses, as he does about the medicaments he uses in the practice of his profession. There are many individuals who, if asked, "What is a cosmetic?" would not be able to define the word. The term, cosmetic, is defined in the Federal Food, Drug and Cosmetic Act of 1938, in which the law states, "The term 'cosmetic' means (1) articles intended to be rubbed, poured, sprinkled, or sprayed or introduced into or otherwise applied to the human body, or any part thereof for cleansing, beautifying, promoting attractiveness or altering the appearance, and (2) articles intended for use as a component of any such articles; except that this term should not include soap.

Cosmetics are not intended to be used for the treatment of skin diseases. They are merely intended to enhance the beauty of the skin, and assist in the normal well-being. Any cosmetic product with additives, designed to relieve any skin disorder, or do anything other than beautify and protect the skin should be relegated to the class of drugs or pharmaceuticals.

In recent years a great deal of attention has been focused on the teaching of cosmetics in schools of pharmacy. The objective of such a program is to enable a student of pharmacy to realize that cosmetics are universally used and that their use has an influence on the functioning and health of the skin. The students become familiar with the many chemicals and their combinations. In this way, it is believed that the future pharmacist will be better equipped to evaluate advertising claims made for the many products on the market.

Also in recent years a great deal of attention has been placed on cosmetics and cosmetic-like products in pharmaceutical and medical practice. This reflects not only the public's interest in these materials as beautifying agents but also the recognition by the health professions of their psychologic and protective value in the therapeutic armamentarium. Modern medicine is cognizant of the integrated relationship between mental and physical well-being. This concept is reflected in the widespread acceptance of the morale building role of cosmetics in providing mental encouragement for the sick. Portable beauty services are being introduced into general hospitals and in institutions for the chronically ill. Only the most innocuous cosmetics should be used, since persons who require hospitalization are in a debilitated state and react more readily to irritants and sensitizers than do healthy persons. Before such services are permitted in hospitals, data on the preparations to be used should be reviewed by a person qualified to judge their harmlessness.

It has been said that cosmetics are a pharmaceutical heritage and a product of the compounder's art. This relationship is often overlooked and should be stressed by the pharmacist in all professional contacts.

The relationship can also be easily seen in the manufacturing industry where cosmetically-elegant products are made by the pharmaceutical group and the number of cosmetic houses that are now forming pharmaceutical divisions. As cosmetic chemists dig deeper into scientific strata, their tunnels cross those of workers from other fields. The deeper they dig, the closer they come to other workers such as those in the pharmaceutical area.

Pharmacies have always been one of the largest outlets for cosmetics. A great many of these establishments can maintain a professional outlook if

---

*Associate Professor of Pharmacy, School of Pharmacy, University of Maryland.

How to get **More Business** *from your Patrons*

Prescriptions

The Manheimer Pharmacy at 2502 Eutaw Place focuses attention on its prescription service by a fluorescent lighted luminous ceiling over that department at the rear of store.

Never forget that a CUSTOMER in your store is a PROSPECT for more. As long as you can keep him from stepping out the doorway he is subject to the impressions, attractions and buying impulses of all your merchandise on display.

Here's where you need GOOD INTERIOR LIGHTING to keep interest alive, call attention to specials, provide the atmosphere to linger and look. A study by TODAY'S BUSINESS magazine showed that a drug store *increased its gross business 25%* by raising the lighting level from 24 footcandles to 75 footcandles.

We'll be glad to have one of our Lighting Engineers make a FREE SURVEY and submit recommendations for "Lighting to Increase Your Business". It puts you under no obligation. Just call LExington 9-8000, Ext. 2128.

Baltimore Gas and Electric Company

their display windows are devoted only to pharmaceuticals and cosmetics. Extensive cosmetic displays have boosted many a pharmacy's patronage. They have drawn women* into the establishments and later turned them into prescription customers. In some parts of the country, the pharmacist and his cosmetician visit schools, lecturing on health and skin complexion problems. These lectures tend to discourage young girls from messing up their faces with products they don't know how to use and maybe shouldn't at a tender age. Girls with skin problems are especially appreciative for this type of counseling since they are likely to have trouble with acne and are worried about getting a clear complexion.

Indicative of the modern trend toward cosmetic pharmaceuticals is the following pigmented preparation, which in addition to being more cosmetically acceptable, serves to cover and conceal minor lesions of the face:

Sulfur, precipitated	2.0 Gm.
Resorcinol	0.5 Gm.
Titanium dioxide	4.0 Gm.
Pigment**	sufficient
Emulsion base, to make	100.0 Gm.

The emulsion base required in this preparation consists of:

Polyethylene glycol 200 monostearate	15.0 Gm.
Magnesium aluminum silicate	2.5 Gm.
Polysorbate 80	1.0 Gm.
Methyl para-hydroxybenzoate	0.1 Gm.
Water, distilled, to make	100.0 Gm.

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*Recent surveys indicate the male has become a great user of cosmetics

**Ferric oxide and pink bentonite

CANKER SORE CURE

What's New in Medicine by Lawrence Galton

Among minor ailments, there are few as annoying as canker sores. Always uncomfortable, they are sometimes exquisitely painful and tender to the touch. They may occur in sufficient numbers to make eating and drinking difficult, and, on occasion, may bring with them fever blisters on the lips.

Strangely enough, although the sores have been blamed on virus infection and on such factors as drinking, menses, poor nutrition, and the use of antibiotics, they often appear in people in apparent good health. Worst of all, canker sores sometimes become a chronic problem, returning repeatedly to plague their victims whenever they become overtired. Many treatments, ranging from gentian violet to silver nitrate cautery, have been tried, but none of these has been generally satisfactory.

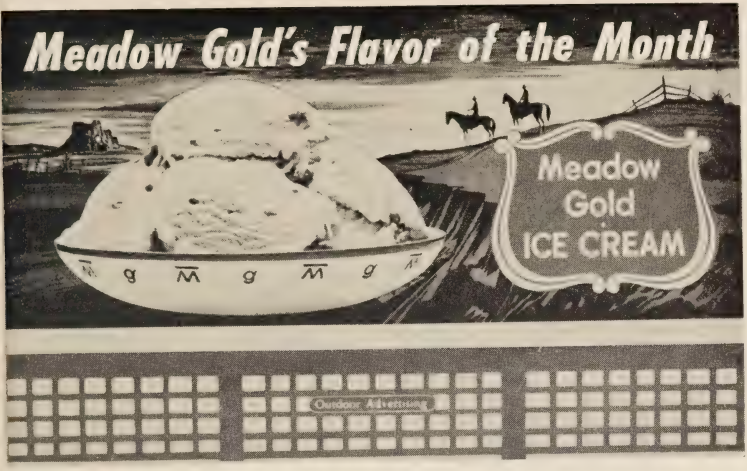
Now what looks like a simple, quick, and uniformly effective treatment has been reported by a Harvard physician: dosage with Lactinex tablets, which contain a suspension of lactobacillus bacteria that ferment carbohydrates.

The value of the tablets was discovered by chance. While they were being used to control diarrhea following antibiotic treatment, it was noticed that canker sores which happened to be present in two of the diarrheal patients healed dramatically.

Later, when the treatment was given a trial in a small group of canker sore victims, it produced consistent results. Taken two at a time, four times a day, dissolved in the mouth with milk, the tablets induced rapid healing and even complete disappearance of the sores within forty-eight hours.

In one case, a nurse had required hospitalization after a canker sore outbreak had so severely limited her intake even of liquids that she had become dehydrated. Forty-eight hours after the start of the tablet treatment, all her sores had healed and she was eating and drinking normally.

The tablets also appear to be effective in preventing recurrences. A physician's wife had complained of suffering from canker sores almost continuously for two years after receiving antibiotic treat-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ment for an acute upper respiratory infection. Although no other medication had helped, the tablets brought prompt relief. When the sores returned later, regular use of the tablets was prescribed. Thus far, for two years, they have prevented recurrences without undesirable side-effects.

The same treatment may be useful for fever blisters as well. In one woman, blisters broke out after overexposure to the sun, and spread rapidly over the whole of her lower lip. Within two days after treatment started, the blisters were brought under control and began to heal.—Reprinted COSMOPOLITAN—January 1959.

STATEMENT
By
Arthur S. Flemming
Secretary of Health, Education, and Welfare

On November 18, I called attention to a disturbing increase in quackery involving false and misleading claims for food supplements. I asked the Commissioner of Food and Drugs to tell me of any new developments in connection with this problem in order that I might bring them to the attention of the public.

Section 705 of the Federal Food, Drug, and Cosmetic Act requires the Secretary to publish the results of court actions and authorizes him to disseminate "information in regard to foods, drugs, devices, or cosmetics in situations involving . . . imminent danger to health or gross deception of the consumer." Under this authority, I am today calling attention to a court action by the U.S. District Court at San Francisco on December 23, 1958, against the nationally distributed food supplement Vi-San.

The sweeping claims made and implied for this product, the Food and Drug Administration informs me, are grossly deceptive and involve imminent danger to death. The court ordered the condemnation and destruction of a shipment of this product and the accompanying literature and phonograph records used to present a canned sales talk in the homes of prospective customers.

This product, Vi-San Food Supplement Therapeutic, is sold by house-to-house canvassers, who certainly are not qualified to give advice on medical or nutritional problems. The extensive sales literature recommended this product for virtually every health problem and disease condition, including cancer, cerebral palsy, muscular dystrophy, diabetes, epilepsy, blindness, heart trouble, loss of weight, overweight, sinus trouble, chronic infections, headaches, insomnia, fear complex, and many other diseases and abnormal conditions for which it is useless.

The pills offered for these conditions are represented as a source of natural, organic vitamins and minerals. The ingredients relied upon include such materials as: Alfalfa, water cress, parsley, wheat germ, mint leaves, beets, buckwheat, yeast, prunes, rose hips, rice polishings, oyster and egg shells, clay, unsaturated fatty acids and amino acids, in combination with vitamins and minerals.

In the seizure of this product, at Detroit, Michigan, the Government charged that it was falsely labeled as a necessary adjunct to the diet on the premise that the average American has a serious dietary problem due to the absence of nutritional factors in the food supply. It was claimed that such a product is necessary to provide elements lacking in food grown on depleted soil or subjected to commercial processing, and that the use of such a product assures nutritional health and is a major step toward better living. All of these statements were charged to be false and misleading since they are contrary to fact.

This case was transferred to San Francisco for trial and was terminated when the manufacturer elected not to contest the Food and Drug Adminis-

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But now dealers everywhere are learning another secret about Delvale ice cream: **Delvale means increased ice cream sales, higher ice cream profit from rapid turnover, and greater buyer traffic.**

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tration's allegations, without admitting them. Commissioner George Larrick of the Food and Drug Administration tells me that the court decree clears the way for any future action that may be necessary to stop the unwarranted claims made in the literature or by the sales agents.

There have been several other court actions recently against false claims for vitamin and mineral products.

MORE PEOPLE, MORE PROBLEMS

The number of people on earth increased in 1958 by 47,000,000, according to the Population Reference Bureau, a growth exceeding the total population of all the New England states, plus those of New York, New Jersey, Pennsylvania and Maryland. Furthermore, says the bureau, if the present birth rate persists, by 1980 the world population will be more than four billion, an overwhelming percentage of whom will be living in what are now known in the West as underdeveloped countries.

The nutritional problem in this prospect is obvious. Less apparent, the Health News Institute points out, is the health problem. Millions of people will be huddled together under conditions which will be open invitations to epidemics and medical disaster.

In long-range anticipation of this population growth, a score or more of American pharmaceutical houses have in the past year announced plans to expand their overseas operations on five continents, building plants, hiring native personnel, with only American know-how in local charge.

And perhaps this is the really constructive kind of statesmanship. In the long run, a drug which destroys malaria in India or kills yaws in Africa may prove to be a more decisive weapon in winning the Cold War than any intercontinental ballistic missile.

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"More than doubled our vitamin business"

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"After the fine year we had in 1957, we never imagined our vitamin business would climb in '58 at so amazing a pace. But the way things are going, we happily hesitate to predict what 1959 has in store.

"A large part of the credit must go to the strong sales support we receive from Squibb. It is no coincidence that since we started taking advantage of the many Squibb sales and promotion aids, our pharmacy became the Fight Back center. We use all the material we receive from Squibb – everything from counter displays to envelope stuffers. They have indeed helped to make our customers vitamin conscious.

"We've discovered that it pays to fight back . . . and the proof of the pudding is in our constantly expanding vitamin sales volume."

Thomas J. Bennett
THOMAS J. BENNETT

SQUIBB *quality . . . the priceless ingredient*

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Volume 17 **JANUARY, 1959** **No. 6**

TAMPA JANUARY MEETING

Back in 1951, when Tom Kelly was President, TAMPA started the year by designating the January meeting as a "Good Will Meeting". The idea being to have the three major Faiths represented by competent spokesmen of each and have them express what the term "Good Will" meant to them. This meeting proved extremely popular and was so well received by the membership at large, that each succeeding President has followed the pattern. The enthusiasm for the "Good Will Meeting" has not dimmed, and this year was again extremely well attended.

John Crozier was Chairman of that first "Good Will Meeting" in 1951. John distinguished himself in this capacity, so much so, that he has been called upon each year to function as Chairman for the "Good Will Meeting". The three speakers this year were Rabbi Jacob S. Green of the Rogers Avenue Synagogue representing the Jewish Faith. Reverend Charles M. Robinson, Pastor of Hunts Memorial Methodist Church in Riderwood was the spokesman for the Protestant Faith and Father Richard C. Law, S.J., Pastor of Saint Ignatius Church represented the Roman Catholic Faith. Each of the above three speakers presented a brief and interesting view of "Good Will" and what it means to them.

We don't know whether "Good Will" had anything to do with it or not, but we did notice something slightly unusual in that there were three separate sets of "Father and Son" in attendance. Marty Settler and his son, Allen, Joe Costanza brought his father as a guest, and also Lou Levy proudly introduced his son. Whatever the reason, we were happy to see them and see no reason why there aren't more fathers bringing their sons or sons bringing their fathers to the regular TAMPA Meetings.

We were sorry to hear that Al Binko and George Euhler were both sick and hospitalized. Sincerely hope that by the time you read this, they will both be fully recovered and back in full swing.

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-: NEWS ITEMS :-

DOORSTEP DOCTORS CONDEMNED

A recent article in the Wall Street Journal brought to light the enormous growth in door-to-door selling of vitamins. Although drugs, as such, were not mentioned, such an evil exists and is on the increase.

The article states: "The Food and Drug Administration is trying to correct the illegal element of the door-to-door vitamin-peddling industry which has lately become a $500 million dollar a year business." The article estimates that there are over 50,000 salesmen (doorstep doctors) who peddle vitamins and food supplements from door-to-door to the American public.

Door-to-door selling of drugs, vitamins, devices, or any other product pertaining to health, is not in the best interests of the public welfare. Such advice should be placed entirely in the hands of those professionally trained and licensed to do so. Appropriate steps should be taken to protect the public from first, being harmed, and second, being bilked.

MEET THE PRESIDENT

The Annual Meeting and Election of Officers of the Baltimore Metropolitan Pharmaceutical Association was held at the Kelly Memorial Building on December 16, 1958. Herman B. Drukman was elected 29th president of the greater Baltimore Association.

HERMAN B. DRUKMAN

Herman Bernard Drukman is a native of Baltimore and has resided in Baltimore practically all of his life. He attended the public schools of Baltimore and is a graduate of the Baltimore City College. He graduated from the University of Maryland, School of Pharmacy in 1926 and became a registered pharmacist immediately after graduation.

With the exception of a five year period, Herman has devoted his efforts to retail pharmacy, first as an employee, and since 1940 as owner of the Bell Drug Company on Belair Road in Baltimore.

He is active in charitable, civic and fraternal organizations. Some of the memberships he holds are: National Association Retail Druggists, Maryland Pharmaceutical Association, Baltimore Metropolitan Pharmaceutical Association and the Advertising Club of Baltimore. Herman is a Mason, a Shriner and a member of Yedz Grotto. He is a charter member of the Belair Road Council. He has served on numerous association committees.

Herman is married to the former Bessie Gordon. They make their home in the Upper Park Heights suburban section of Baltimore.

Our new President has a quiet, unassuming, pleasant personality. He is attentive to the problems of the day. He demonstrates a keen analysis of that which is taking place and expresses logical opinions. Herman has tackled his job as president with enthusiasm. He is setting a pace and receiving cooperation from his officers and committees that can only spell a successful administration.

IT'S LATER THAN YOU THINK

43rd Annual
Banquet and Dance

BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION

Lord Baltimore Hotel

Thursday, March 19, 1959 — 6:30 P.M. 'til ?

Continuous Dance Music
for Young and Old from 15 to 90

Favors for the Ladies

Giant Valuable Plunder Boxes for Dues Paid Members

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How to Turn Problem Areas into Profit Areas

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Prescriptions

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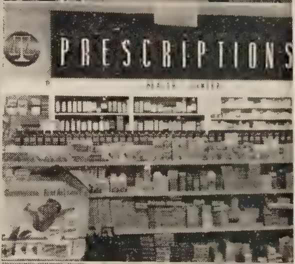
PRESCRIPTIONS

Prescriptions

Is every square foot of your pharmacy pulling its weight in profit? Is your store front attracting business . . . or scaring it away? Is your store traffic flow set up for extra impulse buying? Are your displays designed for high-profit merchandising? Or—if you're thinking of a new store, will it reflect the newest thinking in store management and design?—will it take advantage of every square foot of space? —will it reflect the personality *you* put into your store?

These are the kinds of questions every pharmacist must face squarely, for they make the difference between profit and loss. There is no room in the modern pharmacy for unproductive areas.

Because sound pharmacy planning is a highly specialized art, each Division of The Henry B. Gilpin Co. maintains its own full-time Store Promotion and Equipment staffs. Services are available to all pharmacists at nominal cost. The results of some of their work may be seen on this page and in the profit ledgers of new stores they have designed or old stores they have remodeled. Whatever your design problem, you'll do well to call Gilpin.

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PRESIDENT'S MESSAGE
BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION

Dear Fellow Pharmacists:

I have been greatly honored by being elected as president of the Baltimore Metropolitan Pharmaceutical Association for the year 1959. I wish to express my appreciation for the confidence you have placed in me by selecting me as your president. I shall make it my goal to merit your confidence.

In a recent editorial in The Maryland Pharmacist, three items were listed as immediate major problems facing Pharmacy: Controlled sale of drugs; Enactment of a Federal Fair Trade Act; and Preventing the expansion of the Welfare State. I pledge the efforts of the Association in behalf of the favorable solution of these problems.

Efforts shall also be made for the proper recognition of Pharmacy through effective public and professional relations. Constructive legislative programs shall be supported by the Association to effect reforms to strengthen the position of retail Pharmacy and the profession in general. I ask your loyal support, so that we may achieve our goal.

You will find in this issue of The Maryland Pharmacist, a list of the Association Committees that have been appointed by me and confirmed by the Executive Committee. All committeemen have been notified by letter of their appointment and their duties. Many committees have been hard at work since the first of January. You shall be kept informed as to their activities through this Journal and at meetings of the Association. I ask that you do not hesitate to make inquiries of the Officers and Committees on any subject pertaining to Pharmacy that may arise. Your suggestions for improvement are always welcome.

The 43rd Annual Banquet of the Baltimore Metropolitan Pharmaceutical Association will be held at the Lord Baltimore Hotel on March 19, 1959. The Banquet Committee, headed by Gregory W. A. Leyko, is planning a terrific evening. I hope you can make it. I am looking forward to greeting you personally at the Banquet.

In order that we may succeed in our endeavors, we need your support both moral and financial. If you have not paid your dues, please do so today. Come to the meetings and various functions of the Association—your participation is important.

Please remember—I am at your service.

HERMAN B. DRUKMAN, President

PHARMACY CHANGES

The following are changes in pharmacies in this State during December.

Pharmacies Opened

David D. Greenfeld, Pres., Windsor Forest Pharmacy, Inc., 5201 Windsor Mill Road, Baltimore 7, Maryland.

John Padousis, Pres., Jarrettsville Pharmacy, Inc., Jarrettsville, Maryland.

Pharmacies Closed

Wilkin M. Roddick, Roddick's Broadway Pharmacy, 1542 N. Broadway, Baltimore 13, Maryland.

James H. Forsyth, Jr., Forsyth's Drug Store, 8209 Georgia Ave., Silver Spring, Maryland.

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January 1, 1959

AN OPEN LETTER TO PHARMACY

A third of a century ago Merle L. Youngs founded Youngs Rubber Corporation on certain basic principles from which there has never been any deviation. On the eve of our next third of a century we have reviewed and re-affirm our adherence to these policies.

First policy: to produce prophylactics of unquestioned quality for the protection of the Public's health in venereal disease prophylaxis. Youngs' steadfastness to this principle is readily attested to by the fact that of the millions of gross of its rubber prophylactics manufactured and sold, not a single one has ever been seized or condemned. We shall vigilantly endeavor to maintain this enviable record.

Second policy: to legalize the sale of prophylactics through drugstores. The realization of this aim came to fulfillment late in 1930 in a favorable decision rendered by the U.S. Circuit Court of Appeals in the case of Youngs Rubber Corporation vs Lee. This is the basis of the principle for all subsequent drug store prophylactic legislation.

Third policy: to advocate and cooperate in the support of prophylactic legislation which, in the interest of the Public's health and of Pharmacy, would confine the sale of these health devices to drugstores where they traditionally, morally, and ethically belong. Youngs is today being sued for $30 million by a prophylactic slot machine operator because of our cooperation with civic-minded and pharmaceutical groups in the successful enactment and enforcement of such socially desirable laws and statutes in 20 states and over 200 cities. Youngs maintains that this is certainly ample evidence of our sincerity of purpose.

And finally, but far from least important, we confine domestic sales exclusively to drugstores. Our only prophylactic products are: Trojans, Trojan-Enz, Trojan-Enz Lubricated, Guardians, Shadow-Enz, Trojan Naturalamb Skins, Thins Service Packet (for the Armed Forces only), Thinex (for export only).

Youngs asserts that any person or company making claims against the integrity of its distributional policy is stating a complete falsehood. We challenge them to prove such claims in any action before any court of law or appropriate government tribunals.

Youngs holds Pharmacy's trust as sacred. Pharmacy has this manufacturer's pledge of eternal integrity and adherence to these principles on which Youngs Rubber Corporation was founded.

Sincerely,
John C. MacFarlane

John C. MacFarlane
President

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OFFICERS AND EXECUTIVE COMMITTEE
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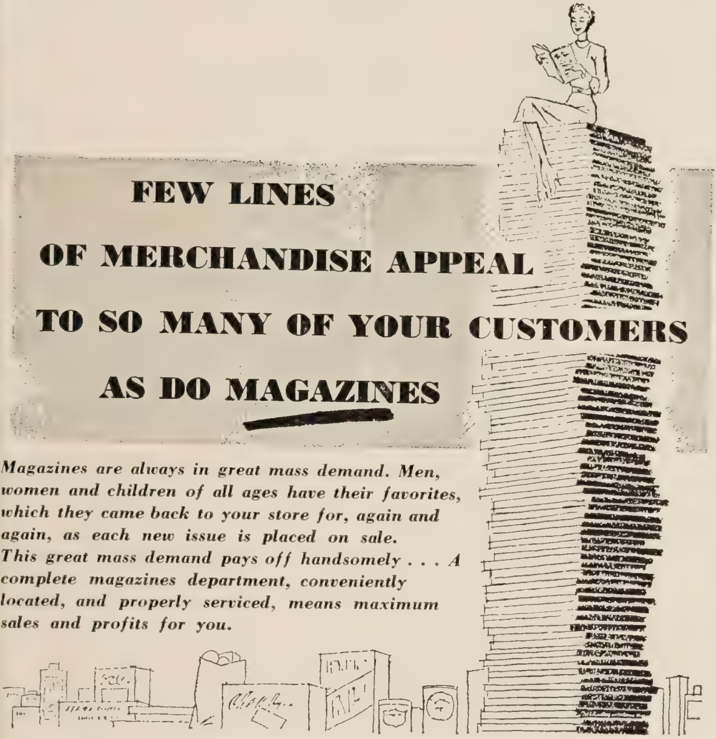
Front Row, from left: Francis S. Balassone, Chief, Division Drug Control, Maryland State Department of Health, Ex-officio member, Executive Committee; Sam A. Goldstein, 2nd Vice President; Herman B. Drukman, President; Gregory W. A. Leyko, 1st Vice President; Aaron M. Libowitz, 4th Vice President.

Back Row, from left: Charles E. Spigelmire, Treasurer; Joseph Cohen, Secretary; Alexander J. Ogrinz, Jr., Chairman, Executive Committee; Irving I. Cohen and Milton A. Friedman, members of the Executive Committee.

Also elected: Jerome J. Cermak, 3rd Vice President, and Edward S. Passaro and Mario Sama, members of the Executive Committee.

Melville Strasburger and Frank L. Black were named Secretary and Treasurer Emeritus, respectively.

All past presidents of the Association were elected ex-officio members of the Executive Committee.



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Rx Symbol

QUESTION:	We are repeatedly being asked "how come" the symbol for prescriptions is Rx, meaning "Tens of rupees"?
ANSWER:	Actually the symbol for prescriptions is not "Rx", though it does resemble it somewhat. The symbol is a rather fancy "R" with a cross mark through the tail, reminiscent of the symbol of Jupiter, under whose special protection all medicines were placed. The letter "R" stands for the Latin recipe, meaning "take thou", and its flourish may be thus paraphrased: "Under the good auspices of Jove, the patron of medicines, take the following drugs in the proportions set down." The symbol meaning "ten rupees" is "Rx", the "R" standing for "rupees" and the "x" standing for "ten."

P.S. "Rupee" is a monetary unit of British India, worth 33c.

The above is taken from the "Pennsylvania Pharmacist."

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GILPIN ELECTION OF OFFICERS AT ANNUAL MEETING

W. Luther Skinner, Sr., Manager of The Henry B. Gilpin Company Norfolk Division, was elected a Vice-President of the 114 year old wholesale drug firm at the Annual Meeting of the Board of Directors.

Other Officers re-elected were: James W. Roberts, Sr., Chairman of the Board; James E. Allen, President; Howard C. Johanson, Vice-President and Treasurer; Charles O. Robinson, Secretary and Assistant Treasurer; Bernard A. Appel, Assistant Treasurer.

GILPIN ANNOUNCES APPOINTMENT OF GENERAL SALES MANAGER

Joseph P. Fitzsimmons has been named General Sales Manager of The Henry B. Gilpin Company. James E. Allen, President, announced that Fitzsimmons will direct Gilpin's full merchandising program, conceived to advance the sales and profit growth of Gilpin's retail drug store customers and to distribute an increased volume of drug store products more efficiently through Gilpin's full line, full service wholesale drug houses, located in Baltimore, Maryland; Dover, Delaware; Norfolk, Virginia; and Washington, D.C.

JOSEPH P. FITZSIMMONS

SCHICK INCORPORATED REVISES METHOD OF DISTRIBUTION

A new direct factory-to-retailer distribution plan for all Schick products was announced by the new Schick management.

Effective February 21, this new plan ends Schick's distribution of its products through more than 1200 distributors who have handled the company's products in the past.

The new plan follows closely the discontinuance by Schick of trade-in allowances. Both moves are a part of the policy described by the new Schick management as positive action "to establish and maintain a fair profit return on the Schick line for all dealers, and to put the small dealer back in business."

PHARMACEUTICAL CHEMISTRY COLLOQUIUM

Mr. Morris M. Graff of the Endocrinology Section Cancer Chemotherapy National Service Center, spoke at the School of Pharmacy, University of Maryland on January 8th. The title of his talk was "Physiological Aspects of Certain Steroids".

Mr. Graff is a well known biochemist who has specialized in steroids, fats and food chemistry. He is the holder of a B.A. in Chemistry from New York University and a M.A. in Biochemistry from Tulane. Mr. Graff has been employed as a research biochemist by the U. S. Department of Agriculture, the Army Chemical Center, and presently, the National Institute of Health.

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ASSOCIATION MEMBERSHIP, A PRIVILEGE

By Louis E. Kazin

State pharmaceutical associations are beginning to flex their muscles in that area of professional responsibility sometimes referred to as "organizational self-government."

At the recent annual convention of the South Carolina Pharmaceutical Association, the decision was made to cancel the membership of any pharmacist who was found guilty of an act sufficiently serious to bring about suspension or revocation of his license by the State Board of Pharmacy.

At the same time, the New Jersey Pharmaceutical Association announced the formation of a Judicial Council structure tied in with local-level or county grievance committees which would have disciplinary power over the members of that association.

In describing New Jersey's Judicial Council program, Arnold Boyt, chairman of the Council, pointed out that individual members found guilty of violating the state association's code of ethics, or any local, state or federal statute or regulation, would be reprimanded, orally or in writing, suspended or expelled from membership, or his case referred to an appropriate law enforcement agency, as the situation might warrant.

The List Continues To Grow

Thus, two more states have been added to the list of those recognizing the importance of placing a high premium on association membership.

Such terms as "self-government," "self-discipline," as they relate to enforcing the ethical deportment of pharmacists, have been with us for some time. Implementation of their intent has on the other hand been relatively slow.

Reluctance to move ahead more aggressively in this area of activity is based on a number of diverse factors. High on the list of these is the feeling that exists among some state association people that they are powerless to enforce the provisions of such codes of ethical behavior.

Furthermore, if steps are taken to apply rigid rules of behavior to association members, the question then arises as to what controls can be applied to non-members.

Even while recognizing the practical aspects of this problem, one must agree to the premise that professional societies have no choice in the matter.

If such societies purport to adhere to high standards of practice, honesty, integrity and ethics, then it follows that all members belonging to such a society must agree to support these standards to the best of their ability.

It might also be well to point out that membership in a professional organization is not a right—but a privilege. Those professional practitioners who have *not* sought to earn this privilege have shown themselves willing to live off the efforts of others, while giving nothing in return.

Non-Conformists Should Not Make The Rules

At any rate, it is difficult to understand why these non-conformists should be the "tail that wags the dog."

The first step, however, is to make sure that those who have been given the privilege of association membership do not abuse it. Once it becomes known that ethical infractions will be dealt with summarily at the association level, membership becomes more valuable. It is immediately reflected in the contacts members have with those of other professional groups. Soon it becomes known that such membership entails more than the mere payment of dues and that it is not the type of organization to which anyone who applies can belong. This in itself becomes a prestige factor.

There must be a beginning in this area of self-government. The place to begin is with the members of an association who by their example can set a pattern for sound ethical behavior which in the long run can be justifiably applied to all—association members or not.

NEW YORK STATE PHARMACEUTCAL SOCIETY EXPELS TWO LONG ISLAND PHARMACISTS

Two Long Island pharmacists have been expelled from membership in the Pharmaceutical Society of the State of New York for substituting penny cold tablets for an expensive antibiotic, it was announced today by Nicholas S. Gesoalde, the Society's executive secretary.

According to Mr. Gesoalde, the executive committee of the organization expelled the pharmacists on the grounds that they had violated the Society's Code of Ethics.

EVENTS TO REMEMBER

MARCH 19, 1959—43rd Annual Banquet and Dance, Baltimore Metropolitan Pharmaceutical Association, Lord Baltimore Hotel, Baltimore.

APRIL 9, 1959—Eastman Kodak and other photographic supplies meeting, Kelly Memorial Building, 9:00 P.M. Sponsored by: Gilt Edge Photo Service.

APRIL 19, 1959—John W. Dargavel 25th Anniversary Dinner, Hotel Astor, New York City.

MAY 14, 1959—Spring Regional Meeting, Tidewater Inn, Easton, beginning with luncheon at 1:00 P.M.

JUNE 4, 1959—Annual Alumni Dinner and Dance in honor of graduating class, School of Pharmacy, University of Maryland. Emerson Hotel, Baltimore.

JUNE 29, 30 and JULY 1, 2, 1959—77th Annual Convention, Maryland Pharmaceutical Association. Galen Hall, Wernersville, Pennsylvania.

AUGUST 16 thru 21, 1959—American Pharmaceutical Association Convention. Cincinnati, Ohio.

SEPTEMBER 20 thru 24, 1959—National Association of Retail Druggists Convention. St. Louis, Missouri.

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WORTH REPEATING

An Editorial In the New York Times,
January 26, 1959

A BILL FOR PHARMACISTS

Congratulation should go to the Pharmaceutical Society of New York for its sponsorship of a bill in the State Senate that is designed to protect both the public and the pharmacists. The measure, introduced by Senator Earl W. Brydges, would tighten up the regulations on the sale and labeling of proprietary medicines, restrict sales to non-drug outlets and put on the pharmacist the responsibility of telling the customer if a given drug is potentially toxic or habit forming.

In a time when some drug stores have been turned into glorified five-and-tens, when patent medicines are peddled on TV and dispensed in the supermarkets it is a good thing to work toward the restoration of safety and sanity in the sale and purchase of remedies. This bill is designed, primarily, to protect the public. It hopes to cut down "blind" buying. But in so doing it can also protect the pharmacist and give him a new dignity and responsibility.

The good pharmacist is a trained technician. He is required to follow an arduous course of study before he can be qualified. He is also a good citizen because he helps to respect and enforce the law and to uphold the ethics of his profession. He needs help if he is to continue in those capacities.

The help that is offered consists chiefly in giving him a still further responsibility. Only qualified persons would be allowed to dispense drugs that are potentially dangerous. Such drugs must, under the law, be properly labeled. And on the pharmacists would devolve the responsibility of explaining to the customer exactly what the label involved and implied.

No good pharmacist expects or wants to replace the physician. But he can be of great help in supplementing the work that is done. He is not a pitchman for snake oil. He is a professional. He deserves what further dignity can be accorded and he will acquit himself with honor.

CONQUEST AND CONTAINMENT

A 75 per cent increase in cases of measles in 1958, as reported by the National Office of Vital Statistics, once more points up the fact that when we speak of having "conquered" many of the age-old epidemic diseases, we might more accurately say we have "contained" them, acording to a reminder from the Health News Institute.

The menace is still with us, says HNI. The fact that we no longer have tragic outbreaks, with high infant and child mortality figures, is due to the vigilance with which we exert public health measures, the wide use of vaccines, and the miracle drugs which have come into spectacular supply in the last dozen years.

The real miracle, perhaps, is that epidemics don't recur more frequently. For example, only 220 deaths were attributed to infantile paralysis in 1957. Yet 40,000,000 Americans within the recommended age group still haven't had their polio shots. Meanwhile, the pharmaceutical manufacturers who undertook the crash production program which brought polio vaccine into abundant supply are watching the life-saving vaccine deteriorate on their shelves. Why not be safe instead of sorry?

DUES REMINDER

Be Alert—Be Active—Be Progressive

Keep organized Pharmacy on the go by paying your 1959 dues promptly.

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Baltimore Metropolitan Pharmaceutical Association

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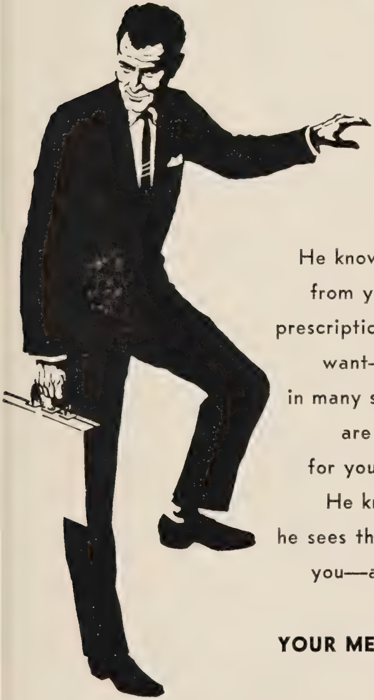

He knows the problems of the retail druggist—from your side of the counter, from behind the prescription case. He knows what your customers want—because he sets what is in demand in many stores. He knows what the manufacturers are doing—and what is new and good for you among their products and promotions. He knows that you need prompt service—and he sees that you get it. He cares about you—and he shows it on every call. He is

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LOEWY DRUG COMPANY ELECTION OF OFFICERS

Philip Levin, President
Loewy Drug Company

At a recent meeting of the Loewy Drug Company, David I. Estrin was elected Chairman of the Board; Philip Levin, President; and Martin Rochlin, Vice President.

Mr. Estrin, a wholesale druggist since 1930, is also President and one of the founders of the District Wholesale Drug Corporation in Washington, D.C.

Philip Levin also serves as Vice President of District Wholesale Drug Corporation, and has been actively engaged in the wholesale drug business for the past seventeen years.

Martin Rochlin, a native Baltimorean, formerly represented the District Wholesale Drug Corporation in the Baltimore territory. He now represents the Loewy Drug Company in an executive sales and promotion capacity.

TUBERCULOSIS ON THE RUN

Twenty years from now tuberculosis, once a leading cause of death, may have joined bubonic plague, yellow fever and polio among the almost forgotten medical rarities of the Western World, At least that is the implication of figures compiled and analyzed by Dr. Louis I. Dublin, dean of American health statisticians, in which he traces the steady disappearance of tuberculosis from our mortality tables.

The most spectacular drop in the TB death rate, The Health News Institute reminds us, occurred with the introduction of the antibiotics streptomycin and dihydrostreptomycin, subsequently aided by such potent pharmaceutical allies as the drugs PAS (Para-aminosalacyclic-acid) and isoniazid.

The relentless conquest of tuberculosis by modern medications was recently dramatized in a special dispatch to The New York Times from Saranac Lake, New York. As late as ten years ago, Saranac was still synonymous the world over with the rest cures and surgery which were the old pattern of tuberculosis treatment.

In 1948, some 1,200 chest operations were performed in the Saranac Lake General Hospital alone. Last year there were eighty-six. In one peak year at the end of World War I, the Saranac census showed more than 1,700 patients in 165 private sanitoriums. Now there are only eleven sanitoriums with fifty-seven patients, among them some who reject discharge in order to live out their old age in familiar surroundings. As Saranac's village leaders admit, the health "industry" is dead. The Adirondack community sees recreation, rather than sanitoriums and hospitals, as its future.

All this is amply supported on a nation-wide scale, says the HNI, by Dr. Dublin's epidemiological figures. In 1900, there were an appalling 200 deaths from tuberculosis for every 100,000 population. By 1957, this mortality rate had dropped to 7.8 per 100,000, and at the present rate of decrease, says Dr. Dublin, the figure "should probably decline to 0.3 per 100,000 by 1975."

However, the HNI warns us, the reassuring fact that we have medical research and the mass manufacture of new drugs to thank for deadly weapons against tuberculosis is no reason for

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complacency or indifference. The bacillus is still very much with us.

A consensus of sources indicates that there are still nearly a quarter of a million active cases of TB in the United States, and perhaps 800,000 active and inactive cases significant enough to warrant public health supervision.

If Dr. Dublin's prediction is to be attained, the ultimate answer lies not alone with health departments or new drugs, but also with the individual who is alert and sophisticated about prevention, and who wins peace of mind by seeking periodic examinations.

PHARMACIST EXCHANGE

An invitation to young American pharmacists and pharmacy students to participate in the 1959 Student Exchange Program was issued this week by the INTERNATIONAL PHARMACEUTICAL STUDENTS' FEDERATION. The program offers an opportunity to obtain experience in the way of life and the pharmacy of other lands.

Through its Committee on Student Exchange the Federation will help arrange for young Americans to go to a foreign land to work or observe in a pharmacy. Pharmacists who have graduated within the past seven years, as well as pharmacy students, are eligible for the program. There are likewise pharmacy students or recent graduates overseas who are eager to know America better, and pharmacists who would be interested in being host to one of these young colleagues for one to several months are being sought. The host pharmacist would be expected to pay a salary at least covering living expenses of the visitor-employee of his choice. The young person going overseas provides his own passage fares. Exact arrangements are worked out by the two parties concerned once contact is established, the Federation points out.

The exchange program has been developed with the idea that it will not only offer a stimulus to the profession and participating individuals, but in its own way will encourage better international understanding.

Pharmacists or students interested in the program may obtain further information and application blanks from:

Dr. Jerome A. Reinstein,
U.S. Liaison Sec'y, IPSF
Chas. Pfizer & Co., Inc.
11 Bartlett Street, Brooklyn 6, N.Y.

The deadline for applications for exchanges this summer is May 15, 1959.

The following categories of participants in the program have been set up:

I. *Exchange Categories*
   - A. *Those Wishing to Work* in retail or hospital pharmacy for a period of one to three months. Usually the period is one month. (Working students must have completed a year's practical experience.)
   - B. *Those Wishing to Observe* the work in a pharmacy and the pharmacy students' way of life in another country.

II. *Reception Categories*
   - A. *Pharmaceutical Families*—i.e., a family where a parent is a pharmacist and a son or daughter is a pharmacy student. If the latter so desires a direct exchange with the student being visited will be arranged (before or after the visit).
   - B. *Pharmacists*—without sons and daughters in pharmacy who, nevertheless, would be willing to allow a foreign pharmacy student to work in their retail or hospital pharmacy or manufacturing establishment.
   - C. *Pharmacy Students*—who are in a position to entertain foreign students. Again, if the host student so desired, every effort would be made to effect a direct exchange.

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GEORGE J. KREIS

We are sorry to report the death of George J. Kreis, an Honorary Member of the Maryland Pharmaceutical Association. Mr. Kreis retired from business several years ago and resided in Hampstead at the time of his death in December, 1958. He conducted a pharmacy bearing his name in Baltimore for many years. He remained a loyal Association member even after retirement. We extend our sympathy to his survivors.

MORRIS GENDASON

It is with sorrow we report the sudden demise of Morris Gendason on January 23, 1959. Mr. Gendason, a registered pharmacist, was employed in the Baltimore area. During his lifetime he manifested sincere loyalty to his employers. Mr. Gendason was both a devoted husband and father. We express our sincere sympathy to his family.

FRANK L. PURDUM

We regret to announce the sudden death of Frank L. Purdum on January 23, 1959, at the age of 47 years. Mr. Purdum was associated with Milton J. Brownstein of Purdum's Pharmacy in Baltimore. He was on duty at the time of his sudden death. We express our profound sympathy to the members of his family and his associates at Purdum's Pharmacy.

HARRY H. HANTMAN

It is with deep regret we note the death of Harry H. Hantman on January 25, 1959. Mr. Hantman conducted a drug store on Pimlico Road in Baltimore for many years prior to entering the practice of Chiropody. Although his efforts were directed in another field of health service, Mr. Hantman never lost his interest in Pharmacy. We offer our sympathy to his family.

EUGENE T. CREWS

Eugene Thomas Crews died in Orlando, Florida, recently, at the age of 74.

Mr. Crews was a salesman for Johnson and Johnson in the Baltimore area until his retirement about eleven years ago. He made his home in Florida since retirement.

He was an active member of T.A.M.P.A., serving as President during 1943-1944. He maintained his membership and interest in the affairs of T.A.M.P.A. up to the time of his death. Many pharmacists will remember him for his sympathetic understanding of the problems of the day. He will be sorely missed by his many friends.

We extend our heartfelt condolences to his family.

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Feature the candy that creates quick turnover and repeat business. Profit by the ever-growing demand for Schrafft's —recognized by candy-lovers everywhere as supreme in quality and flavor.

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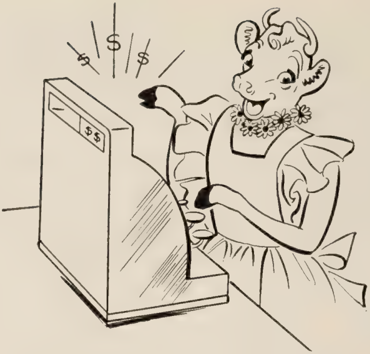

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ICE CREAM
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THANTIS Lozenges, the original anesthetic, antiseptic throat lozenge, is still *the leader in its field.*

THANTIS gives better relief than its many imitations because it contains Saligenin, a mild, non-irritating local anesthetic which relieves soreness.

THANTIS contains Merodicein, a highly effective, long-lasting antiseptic which combats infection.

THANTIS does not contain an antibiotic and cannot cause unpleasant side reactions in the mouth.

THANTIS has been a household word for twenty-eight years and its effectiveness and safety are backed by extensive clinical and lay use over this period.

THANTIS Lozenges *displayed* at point of sale bring big returns for a *little space.*

Supplied in packages of one dozen vials of 12 lozenges each.

Thantis
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Thantis LOZENGES
THANTIS LOZENGES
12 TUBES
For Throat Irritations
THANTIS LOZENGES

HYNSON, WESTCOTT & DUNNING, INC.,
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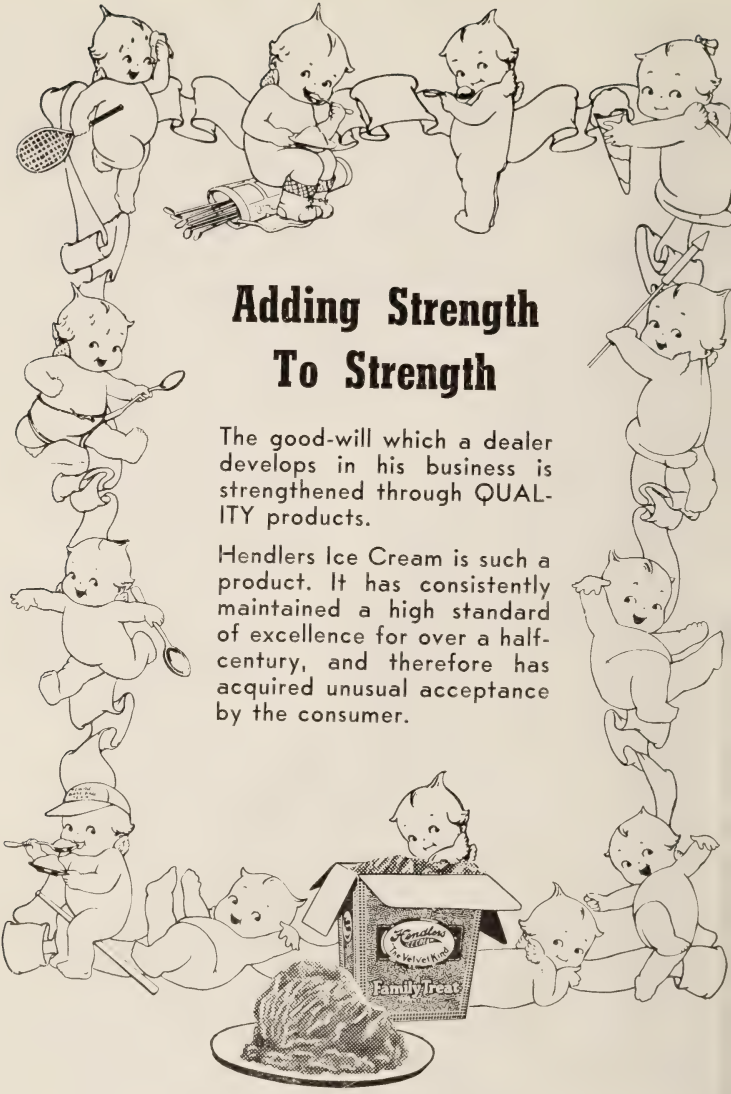

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First name in ice cream
for over a half-century

THE MARYLAND PHARMACIST

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VOLUME XXXIV FEBRUARY, 1959 No. 5

Support...

National Fair Trade Legislation HR 1253 S 1083

Write To The Maryland Members Of Congress

Published by the
MARYLAND PHARMACEUTICAL ASSOCIATION
Subscription Price $2.00 the Year
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a

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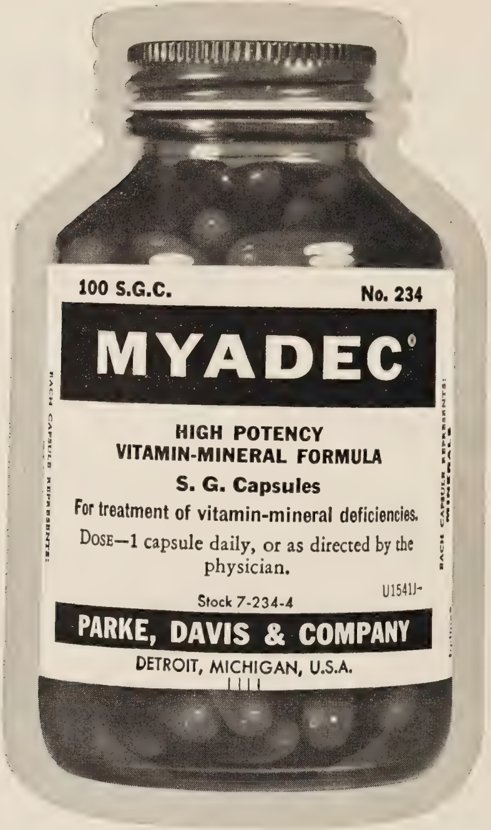
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The Maryland Pharmacist

MARYLAND PHARMACEUTICAL ASSOCIATION
Office of Publication: 650 W. Lombard Street, Baltimore-1, Md.
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ALL PAST PRESIDENTS

... Editorial ...

UNITED WE STAND

No matter what our differences may be in other respects—on the subject of Fair Trade, we stand united.

How could it be otherwise? Those who were in business prior to Fair Trade remember the cruel and ruthless cut-rating days. They remember the dog-eat-dog tactics of predatory price-cutting that ended in economic ruin for those unfortunates who tried, or were forced to compete with the price-cutters. Those who didn't try to meet the price or undersell, suffered from slow but sure business malnutrition and starvation. What days! The very thought of remembrance makes one shudder.

It is with these dark memories in mind you, of the present and of the future, are implored to vigorously support the cause of Fair Trade. Take it from us who know from bitter experience, give-a-ways and gimmicks are mere hallucinations. Nothing takes the place of sound economic principles of doing business. Legitimate profit is the key note to success and survival in the marketplace, especially in the realm of small business.

At present we are plagued by an attempt to repeal the Maryland Fair Trade Act, which has been on the statute books since 1937. Our major enemies are the farmer and consumer cooperatives, who have prospered in spite of Fair Trade and enjoy subsidies and tax exemptions of their own; the discount houses of course; and the press, who undoubtedly have selfish motives in spite of the fact they practice price-fixing by setting the price of newspapers and enforcing it by refusing to sell to those who would dare cut the price of the paper.

Your response against S. B. 316 and H. B. 518 in the Maryland Legislature has been gratifying. Keep up the good work. We must not let up until we are definitely assured that these two repealers have been killed. Continue to write to your respective representatives in the Legislature voicing your opposition to both bills. Contact them personally by telephone or visits either in Annapolis or at home.

Hearings have been scheduled on the Federal Fair Trade Act, H. R. 1253, before the House of Representatives Committee on Interstate and Foreign Commerce. Our own Simon Solomon has been invited to testify before the Committee. Si is well informed on the subject. You can rest assured the testimony will be beneficial to the cause of Fair Trade. A companion bill has been introduced in the Senate by Senators Humphrey (Minn.) and Proxmire (Wisc.). It is identified as S. 1083. Both bills deserve your full and continued support.

Follow the same procedure you have been following on State level: *Advocate* the passage of H.R. 1253 and S. 1083. Flood the members of the Maryland Delegation in Congress with messages urging the passage of a Federal Fair Trade Law. Get *all* other retail interests to do likewise.

Remember—Fair Trade means the survival of small business—YOU—keep fighting for it until victory is assured.

NOTICE

"The Maryland Pharmacist" is mailed directly by the printer. Every effort is made by the Association and the printer to avoid errors in the mailing list. In case you are not receiving your copy of the journal, or are receiving more than one copy, please notify the Association office.

one of a series of advertisements on research at S.K.F.

she grows "reluctant" organisms

Margaret Dolan is a mycologist, an expert on fungi. Fungi are "reluctant" organisms, as difficult to grow under laboratory conditions as they are hard to eradicate when found in or on the human body. But Miss Dolan, in her search for an effective fungicide, has the job of making them grow.

Typical of all pharmaceutical research is Miss Dolan's experience in this project. To date, she has tested 2,200 potential fungicides and has found only two worthy of trial in human patients. And only if her persistence uncovers a fungicidal agent clearly superior to others now available will it be placed on the market.

Miss Dolan's work is, of course, only one small part of S.K.F. research. Our laboratories investigate a wide variety of pharmaceutical problems. Our research budget continues to be one of the largest in the industry.

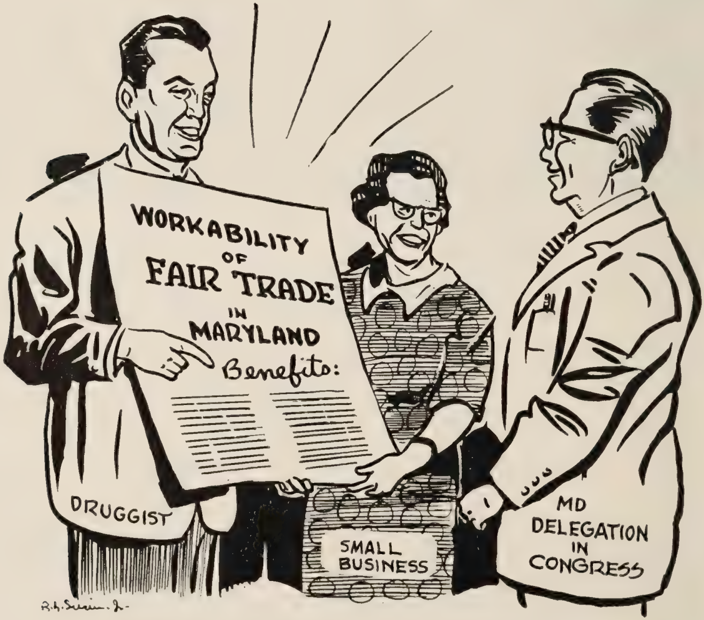
Emphasis on research . . . insistence on products with unique qualities—these are two of the reasons why an S.K.F. label means a fast-moving product.

Smith Kline & French Laboratories, Philadelphia
pioneering in pharmaceuticals . . . for better health

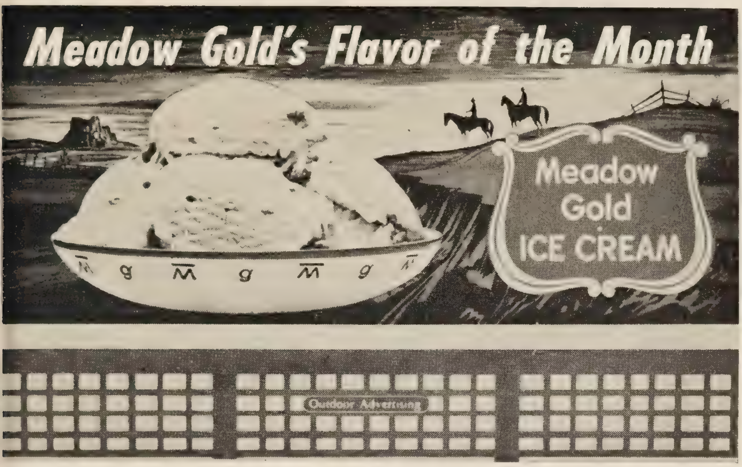
RETAIL SALES FOR JANUARY 1959 HIT ALL TIME HIGH

According to Dept. of Commerce figures, the nation's retailers in '59 enjoyed their best January in history, with total sales of $16.3 billion—up 6.9% over Jan. '58. Drug and Proprietary sales for the month showed an 8.5% increase compared with '58, and accounted for $584 million. Only one other industry (Automotive) exceeded the sales gain registered by the Drug Industry. Their Jan. increase was 9.1% over Jan. '58, and was their best January in history, also. The following listing in billions shows Jan. '59 vs. Jan. '58 performances for principal retailer groups.

GROUP	Jan. '59	Jan. '58	% Change
Automotive	$3.07	$2.81	+9.1
Drugs, Proprietary	.58	.54	+8.5
Lumber, Building, Hardware	.90	.85	+5.6
Food	4.40	4.13	+6.5
Department Stores	.82	.78	+5.2
Eating - Drinking Places	1.19	1.13	+5.0
General Merchandise	1.44	1.38	+4.6
Gas Service Stations	1.26	1.21	+4.3
Apparel	.88	.85	+3.4
Furniture - Appliances	.77	.78	—0.9


WORKABILITY OF FAIR TRADE IN MARYLAND
Benefits:
DRUGGIST
SMALL BUSINESS
MD DELEGATION IN CONGRESS
R.L. Susin, Jr.

USE OUR RECORD AS AN ARGUMENT FOR FEDERAL FAIR TRADE!


Meadow Gold's Flavor of the Month
Meadow Gold ICE CREAM
Outdoor Advertising

Now! The Greatest Outdoor Advertising Campaign in MEADOW GOLD History!

50 BILLBOARDS

Strategically located all over town featuring the "Flavor of The Month", month after month for a full year!

☆

Tie-in with this great promotion! Feature the MEADOW GOLD "Flavor of The Month" and CASH-IN with bigger sales!

Tell them you saw it in "The Maryland Pharmacist"

PRESIDENT'S MESSAGE

Daer Fellow Pharmacists:

The penalty of indecision, in our profession, is resulting in degradation, and the loss of dignity and self respect.

Pharmacy has reached a crossroad. It must make a positive decision as to which road it shall take. If it takes the road of the all-encompassing super store, the economics involved makes it mandatory that the area involved be compensated by the movement of an increased quantity of merchandise, much of which is beyond the intent and concept of Pharmacy. Thus serving public health and welfare of the community becomes of secondary importance, commercialization takes the forefront, resulting in the loss of the professional standing of Pharmacy.

Recently a Washington, D. C. newspaper carried an advertisement for one of these super cut-rate drug stores in Maryland near the District of Columbia. A coupon was included that had a cash discount value of $1.00 on any prescription filled. In order to emphasize the authenticity of the offer, the customer was requested not to present the coupon until the price of the prescription had been quoted.

How commercial can Pharmacy get? Where amongst other professions do you find discounts offered on services? Certainly not by physicians, dentists or lawyers. Maybe as a professional courtesy among themselves and other professions, but never as a cold cash discount.

Although I am citing this one example, you can rest assured that this is by no means a singular case. This nefarious mal practice of Pharmacy has many variations and forms. We console ourselves by saying such practices are not too widespread. Be it many or few, such practices are exposed to the full view of the public. It takes the shape of an ill wind that blows no good, bringing with it doubt and distrust. Even the discounter suffers.

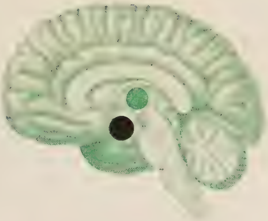
There is an internal phase to the problem which should be apparent to all of us. In order to attain the respect of a true profession, Pharmacy must first learn to have self-respect. Forced legislation is not enough. True, we must have regulation for the acute cases. The rank-and-file, however, must be self-reliant, self-regulated and self-disciplined. Our own conduct and actions will make Pharmacy an honored profession. Now is the time to re-evaluate and make proper and positive decisions.

Sincerely,

FRANK BLOCK, President

THE LOW COST OF HEALTH

During the past twenty-three years, the prices of prescriptions, medications, eye examinations and eye glasses have risen less than half as much as the cost of all other forms of medical care, according to the Bureau of Statistics of the U. S. Department of Labor. Prescription and non-prescription drugs have risen in price 30.7 points since 1935, as against an over-all increase of 61.2 points for the fees of general practitioners, surgeons, dentists, and hospital care. Yet, as The Health News Institute points out, the new drugs discovered since 1935 have been largely responsible for the containment of such infectious diseases as tuberculosis and polio, with a resultant spectacular increase in our life expectancy.



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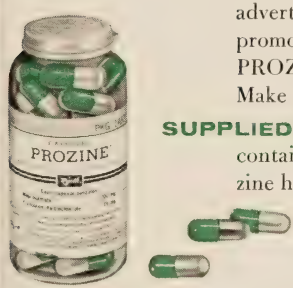
meprobamate and promazine hydrochloride, Wyeth

FOR SPECIFIC CONTROL OF EMOTIONAL DISTURBANCES THROUGH DUAL ACTION

PROZINE implements the new concept of emotional disturbances, i.e., that emotional disturbances are mediated by several brain areas. Unlike any other ataractic agent, PROZINE acts on two areas of the brain—the thalamus and hypothalamus. The result is more specific control and far fewer side-effects than with other ataraxics.

Physicians are already learning about PROZINE from reports published in the professional literature. They'll be learning more through a complete, informative promotional campaign: national and regional journal advertising, direct mail, detailing, etc. This extensive promotion plus the demonstrated effectiveness of PROZINE means that it will be heavily prescribed. Make sure that you are adequately stocked.



SUPPLIED: Bottles of 50 green-and-white capsules, each containing 200 mg. meprobamate and 25 mg. promazine hydrochloride.

YOUR COST...$3.25

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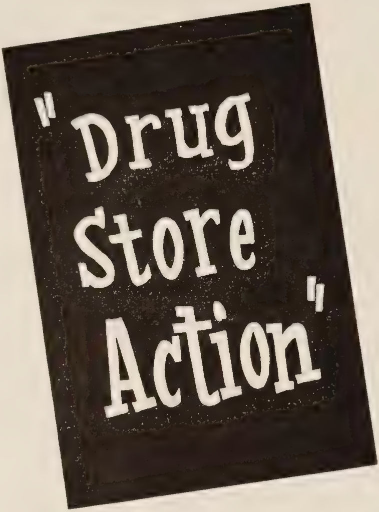

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2 PROGRAMS WEEKLY
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School of Pharmacy, University of Maryland, News

ALUMNI DANCE IN HONOR OF H. A. B. DUNNING

Photograph of group at School of Pharmacy, University of Maryland, annual Alumni Association party and Valentine Dance, February 12, 1959—Emerson Hotel. **Sitting**, left to right, Dr. Melvin W. Green, Director of Educational Relations, American Council on Pharmaceutical Education, Dr. and Mrs. Noel E. Foss, Dr. and Mrs. H. A. B. Dunning, Dr. Robert P. Fischelis, Executive Secretary of the American Pharmaceutical Association, Washington, D. C., Mr. Francis S. Balassone, Dr. and Mrs. Frank J. Slama. **Standing**, H. Nelson Warfield, Victor H. Morgenroth, Jr., Milton A. Friedman, George Stiffman, Irving Cohen, Samuel A. Goldstein, James P. Cragg, Jr., the latter group representing the active chairmen in charge of the affair.

ALUMNI ASSOCIATION OF THE SCHOOL OF PHARMACY, UNIVERSITY OF MARYLAND

The annual entertainment and Valentine Dance of the Alumni Association of the School of Pharmacy was held in the ballroom of the Emerson Hotel, Baltimore, Maryland, on Thursday evening, February 12, 1959.

This annual affair afforded an enjoyable evening for some five hundred persons who attended, including students and their ladies or escorts, faculty members, graduate students, invited guests, and about two hundred members of the Alumni Association and their wives.

Vice-President Victor H. Morgenroth, Jr. welcomed the group in attendance,

THE SYMBOL OF TIME

Take time to think;
It is the source of power;
Take time to play,
It is the secret of perpetual youth;
Take time to read,
It is the fountain of wisdom;
Take time to love and be loved,
It is a God-given privilege;
Take time to be friendly,
It is the road to happiness;
Take time to laugh,
It is the music of the soul;
Take time to give,
It is too short a day to be selfish;
Take time to work,
It is the price of success.

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901 Curtain Ave.
BALTIMORE 18, MD.
HOpkins 7-3609

OWNED & CONTROLLED BY INDEPENDENT DRUGGISTS

Member
Federal Wholesale Druggists Association
of the
United States & Canada

and as General Chairman of the committees, presented the Alamedians as the entertainers of the evening. The entertainment consisted of several individual solos, a duet, a dancer and a sololoquy. The "Men of Note" provided music for the dance for students and alumni—young and old—until one o'clock. James P. Cragg, Jr. was chairman of the Entertainment Committee.

The Souvenir Program was of particular interest, as it represented not only many hours of work of the members of the Program Committee, but several thousand dollars for carrying on the work of the Association, this money including donations for advertisements from manufacturers, wholesalers, retailers, associated organizations, members of the alumni and friends. The money received from the Souvenir Program will be used for student aid and scholarships for first-year students in the School of Pharmacy, and include the full amount of tuition, books, etc. for a year. The Alumni Association also donates $400.00 annually for scholarships to members of the upper classes, which is matched by a corresponding amount from the American Foundation for Pharmaceutical Education. Milton A. Friedman was Chairman and George Stiffman Co-Chairman of the Program Committee.

Dr. and Mrs. H. A. Brown Dunning, by their presence and graciousness, added pleasure and prestige to the occasion and greatly pleased the members of the committees and also the members of the Association by their attendance. Dr. Dunning graduated from the Maryland College of Pharmacy in 1897, and during the early years became an instructor and then associate professor, teaching chemistry in the School of Pharmacy of the University of Maryland.

A brochure setting forth the life and activities of Dr. Dunning, was distributed to every one in attendance. The brochure emphasized Dr. Dunning's leadership in pharmacy, and enumerated the honorary degrees and awards bestowed upon him. The brochure also drew particular attention to the American Institute of Pharmacy in Washington, of which Dr. Dunning was a sponsor, and to Dunning Hall, the building of the School of Pharmacy of the University of Maryland which was recently dedicated in honor of Dr. Dunning.

clearly the purest...
clearly the best seller

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CITRATE of MAGNESIA

In the emerald green bottle
Customers recognize instantly

- sparkling "lemonade" taste
- perfectly pasteurized and manufactured under strict supervision and controls
- Your wholesale druggist has Everfresh, the standard citrate for 35 years

350 cc size: list price, **$2.45** per dozen. Minimum retail price, **30¢** each.
This price effective in all New England and Mid-Atlantic states
see the difference in purity
see the difference in sales
Everfresh Manufactured by
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6400 Rhode Island Avenue • Riverdale, Maryland

TO BE REFILL
EVERFRESH
CITRATE of MAGNESIA

George Stiffman was chairman of the Ticket Committee, with Morris Cooper as Co-Chairman and had the cooperation of the alumni and students in securing a large and appreciative attendance.

Samuel A. Goldstein was chairman of the Place and Arrangements Committee and supervised the serving of ice cream and cake through the courtesy of the Hendler Ice Cream Company.

Prizes were provided by the H. B. Gilpin Company, the Whitman Candy Company and the I. & L. Candy and Tobacco Company. Mr. Heydemann of the Gilt Edge Photo Service, Inc. provided photographs of the party.

Delvale
Delvale
DANNY DELVALE

OPEN SECRET

Making high-quality ice cream in a variety of flavors is the secret of Delvale's success . . . Anyone who buys or sells Delvale ice cream soon finds it out for himself . . . It's an open secret.

But now dealers everywhere are learning another secret about Delvale ice cream: **Delvale means increased ice cream sales, higher ice cream profit from rapid turnover, and greater buyer traffic.**

Find out what Delvale can do for you.
Call us for information, today.

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Baltimore — Hagerstown — Washington

. . . Fair Trade News . . .

FAIR TRADE STICKER NOTICES

HELENE CURTIS—Page 37-C

Item	F.T.M.
Suave Hair Dressing & Conditioner	.69

H. CLAY GLOVER, INC.—Page 35

Glover Eye Lotion (Plastic Dropper Bottle)	$1.49

THE TONI CO.—Page 95-E

Tony Carded Curlers—Regular, Sofstyle & Midget	.35

THE MENNEN CO.—Page 60

Mennen Speed Stick Deodorant	.79

THE STUART CO.—Page 95-B

Effergel Powder—9 oz.	$3.25
Amvicel-X Tablets—100's	9.45
Amvicel-X Tablets—500's	43.50

U. S. VITAMIN CORP.—Page 97-C

Item	F.T.M.
Vi Syneral Drops—15 cc	$1.25
Vi Syneral Drops—30 cc	2.35
Vi Syneral Drops—45 cc	3.45
Vi Syneral Fortified Drops—15 cc.	1.49
Vi Syneral Fortified Drops—30 cc.	2.69
Vi Syneral Fortified Drops—45 cc.	3.98
Neo Cultol	1.35

These prices effective March 2, 1959

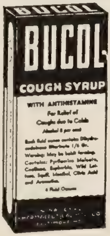
NEW ENGLAND CONFECTIONERY CO.—Page 53-D

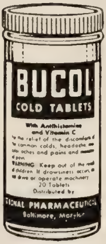
Candy Cupboard—1 lb.	$1.40
Candy Cupboard—2 lbs.	2.75
Candy Cupboard—3 lbs.	3.95

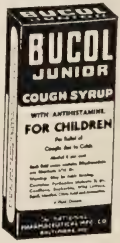
NORTHAM WARREN CORP.—Page 66

#5 Cutex Nail-Flex	.59

The BUCOL Twins Are Now A Trio!


BUCOL
COUGH SYRUP
WITH ANTIHISTAMINE
FTM $ .98


BUCOL
COLD TABLETS
NATIONAL PHARMACEUTICAL
Baltimore, Maryland
FTM $ .89

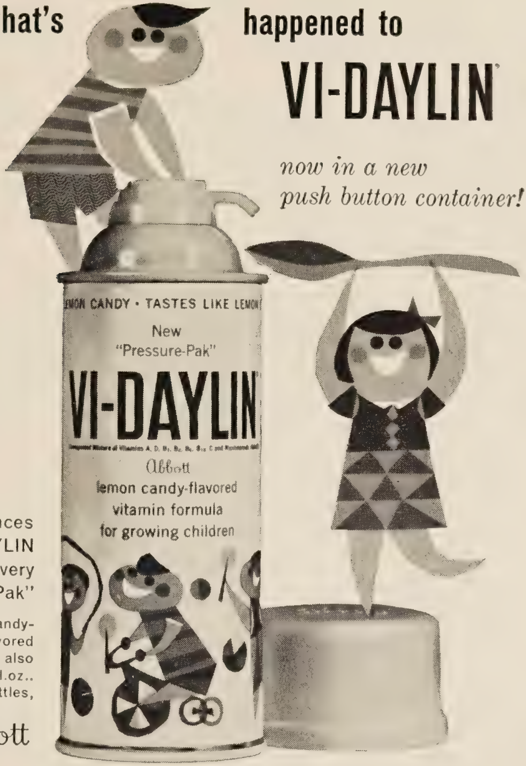

BUCOL
JUNIOR
COUGH SYRUP
WITH ANTIHISTAMINE
FOR CHILDREN
FTM $ .69

WE HAVE ADDED BUCOL COLD TABLETS
WITH ANTIHISTAMINE
TO THE BEST COUGH SYRUP TWINS
ON THE MARKET!

THE NATIONAL PHARMACEUTICAL MFG. CO.
BALTIMORE 2, MARYLAND

Look what's happened to VI-DAYLIN

now in a new push button container!


LEMON CANDY • TASTES LIKE LEMON
New
"Pressure-Pak"
VI-DAYLIN
Abbott
lemon candy-flavored
vitamin formula
for growing children

12 fluidounces of VI-DAYLIN in every "Pressure-Pak"

Lemon candy-flavored VI-DAYLIN is also supplied in 3-fl.oz., 8-fl.oz. and pint bottles,

Abbott

JUST PRESS—IT POURS!

No mess . . . no waste . . . no sticky cap. All Mom does is press the button, and golden VI-DAYLIN fills the teaspoon!

FASCINATES YOUNGSTERS!

Children of all ages delight in serving their own daily doses of VI-DAYLIN from the new "Pressure-Pak." It even softens up "won't takers" at vitamin time.

COLORFUL COUNTER DISPLAY!

The new VI-DAYLIN "Pressure-Pak" comes with a bright, gay counter display self-shipper to help you sell VI-DAYLIN to parents and youngsters alike. Set it up, and watch your VI-DAYLIN sales soar!

®VI-DAYLIN—Homogenized Mixture of Vitamins A, D, B_1, B_2, B_6, B_{12}, C and Nicotinamide, Abbott.

811184

. CONTRIBUTIONS .

THE PARAHYDROXYBENZOATES

by B. F. Allen*

In the past few years, the p-hydroxybenzoic acid esters have been receiving much publicity. They seem to meet all the qualifications and requirements for an ideal chemical preservative. Also, these esters have been the object of considerable research in relation to their antiseptic power and value for preservation by a number of scientists. At the present time, the methyl[a], ethyl, propyl[b], butyl[c], and benzyl esters are available and may be purchased under various trade names[d].

Articles have been published in several periodicals about their application in syrups, jellies, mucilages, and other pharmaceuticals. It is quite interesting to note the effect of the esters on the life of micro-organisms. The results obtained are surprising and usually show the esters as being more powerful than phenol. The results also show that there is a certain proportional relation between the esters in their antiseptic power to each other. The literature has also referred to these chemical substances as antiputrefactive, antifermentive, antibacterial, antifungal, and antimolding agents.

The propyl ester has been reported to be about 8 times stronger antiseptically than the methyl ester or about 3 times stronger than the ethyl ester. The most powerful one is the benzyl ester, being 23 times as strong as the methyl ester, indicating that the antiseptic power increases with the increasing molecular weight.

The esters are non-poisonous and do not cause irritation on sensitive skin. They are colorless, odorless, practically tasteless, and are stable during heat sterilization.

Their solubility in water varies from about 0.01% for the benzyl ester up to 0.25% for the methyl ester, meaning that it decreases with their increasing molecular weight. The quantity of benzyl ester in general is enough to be practically useful for quite a number of preparations because its strong antiseptic power compensates for its poor solubility in water. However, all of these esters are more soluble in organic solvents such as alcohol and acetone, as well as oils and fats.

The use of the esters of p-hydroxybenzoic acid as food preservatives was one of their most important early applications in Europe. Permissible concentrations of these esters were permitted in margarine, fruit preparations, nonalcoholic drinks, and in confectionery. Also, it has recently been used in the prevention of mold growth on cheese. It was found that the mold growth was inhibited during curing by dipping the cheeses in a solution of the ester. The use of the esters on wrapping materials to prevent mold on the surface of foods has also been suggested.

Research has shown that a combination of two or more of these esters gives better results and efficiency than a single ester. For example, of the three esters (methyl, ethyl and propyl), propyl p-hydroxybenzoate appears to be most bacteriostatic and most effective against yeasts, while methyl p-hydroxybenzoate has the most powerful action against molds. Combination of 2 or 3 of the esters produces a useful synertistic effect.

The medicinal uses of these esters up to the present time has been somewhat restricted to the treatment of fungus infections of the hands, feet, and scalp. The esters are usually applied in the form of alcoholic solutions, ointments, and dusting powders.

---

* Associate Professor of Pharmacy, University of Maryland

[a] Methylparaben, U.S.P.; Chemocide MK

[b] Propylparaben, U.S.P.; Chemocide PK

[c] Butoben

[d] Parasept, Tegosept, and Chemosept

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A very important internal medicinal use of these esters has been in the prevention of moniliasis. This is a fungus type of a growth due to yeasts and molds. This condition results when patients are being treated with aureomycin and other broad spectrum antibiotics.

The parahydroxybenzoates have also been listed among the ingredients which are said to produce lasting antiseptics for use in mouth washes and other oral antiseptics. Suitability as a lasting antiseptic is a particular quality of the higher esters of p-hydroxybenzoic acid. It has been reported that when a water-insoluble germicidal compound for use in mouth washes and tooth pastes is required, the benzyl ester far surpasses anything else available. Also, a mixture of propyl and benzyl esters of the acid has a very high bactericidal power. A remarkable advantage of benzyl p-hydroxybenzoate and propyl p-hydroxybenzoate lies in the fact that to a certain extent they are absorbed by the mucous membrane of the mouth, and have a lasting antiseptic effect.

Another important use of these esters has been in the control of bacterial and fungal growth in ophthalmic solutions. In fact, a formula for "preserved water" consists of a combination of methyl p-hydroxybenzoate, propyl p-hydroxybenzoate, and water for injection.

Recently, there has been evidence of complex formation between the esters and other compounds, with inactivation of the parahydroxybenzoates. This indicates that the solvents and added compounds must be selected carefully to avoid inactivation. Also, in all probability, a higher concentration of the esters should be used than was formerly believed necessary to accomplish the desired results.

The following pharmaceuticals are available containing one or more of the parahydroxybenzoates as an ingredient:

ACHROMYCIN V [4] (liq)
ACTIDIL [1] (liq)
ALBAMYCIN [4] (liq)
AUREOMYCIN [4] (cap)
CAJANDOL [2] (liq)
CARTOMYCIN [4] (oint)
CHLORO-SUL [1] (suppos)
DETERJEL [4] (liq)
DORSACAINE [3] (liq)
ENEMOL [4] (liq)
FURADANTIN [1] (liq)
HYDELTRACIN [1] (lot)
HYDROBALM [2] (lot)
KYNEX ACETYL PEDIATRIC [4] (liq)
LOROPHYN [1] (suppos, jelly)
METIMYD W/NEOMYCIN [4] (oint)
NEO-CORTEF [5] (lot, cream)
NEOLIN [6] (liq)
NEOSPORIN [1] (lot)
NEO-SYNEPHRINE THENFADIL [4] (liq)
NEOTUSS-PT [1] (liq)
OP-HYDRIN [4] (liq)
PATHILON PEDIATRIC [4] (liq)
PEN-VEE PEDIATRIC [4] (powd)
RESION-P-M-S [7] (liq.)
ROLIEF [7] (lot)
SULFACETAMIDE SODIUM [4] (liq)
SULFA-READICILLIN, 300 M [4] (liq)
SOLU-B [4] (amp)
SOLU-CORTEF [4] (amp)
SOLU-ZYME [4] (amp)
TUSSAR [1] (liq)
VASTRAN [4] (amp)
ZIRAMEL [4] (cream)

---

[1] methyl p-hydroxybenzoate
[2] propyl p-hydroxybenzoate
[3] butyl p-hydroxybenzoate
[4] methyl and propyl esters
[5] methyl and butyl esters
[6] methyl, propyl and butyl esters
[7] combination of esters—not specified

RETURNS ON RESEARCH

One American pharmaceutical manufacturer has invested more than five million dollars on cancer research since 1939, reports The Health News Institute. The firm has developed three anticancer agents, on which it spent $400,000 last year alone. Yet the three drugs accounted for only $29,000 of the company's 1958 sales volume. Nonetheless, the search continues full scale for a fully effective weapon against the many forms of cancer.

NOW YOU CAN SERVE HOT
IN-FRA-RED TOASTED SANDWICHES
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A NEW NATIONAL SERVICE, Stewart In-Fra-Red, Inc., will provide you with a Stewart In-Fra-Red cookery and fresh cellophane wrapped sandwiches delivered regularly to your store. Placed in the cookery, the sandwiches are toasted in three minutes by modern efficient in-fra-red cooking. You serve the sandwiches to your customers sanitarily wrapped in cellophane.

WHAT DOES THIS COST YOU . . . NOTHING . . . not one penny for equipment, lease, or hidden charges. All you do is purchase a minimum of sandwiches each week (the quantity decided by you). Your Stewart In-Fra-Red Commisary furnishes you with the attractive Stewart In-Fra-Red Cookery and delivers fresh sandwiches of choice ingredients made with the complete approval of your Board of Health. Attractive metal menu signs also furnished.

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Volume 17 **FEBRUARY, 1959** **No. 7**

PRESIDENT MUTH ENTERTAINS AT THE T.A.M.P.A. OYSTER ROAST

The mid-winter oyster roast is now in the record book and it was another wonderful affair. An excellent crowd was on hand to partake of those ever tasty oysters in all their succulent forms. The boys really packed away, not only the oysters, but the hot dogs which were served for lunch. The warm meal in the mid-afternoon featured just about the tenderest roast beef available. All the appropriate trimmings and vegetables were available in abundant supply and from the way it disappeared from the tables, it was thoroughly enjoyed by all. The above, washed down by the ever loving "from the land of pleasant living" left absolutely nothing to be desired.

Helping to swell the crowd was a representation from the parent association. Among those observed enjoying the affair were Leon Tatter, Walter Albrecht, Joe Cohen, Herman Drukman, Eddie Maisenholder (from up Belair way), Lou Glaser, Tony Padussis, Bernie Smith, and Lou Hergenrather. Nice going fellows, we enjoyed your company and hope to see you back in larger numbers next time. Last month we noted there were several pairs of relatives present; the same was true at the oyster roast. Ed Kabernagel brought his father, Ab Leatherman brought his son, Joe Costanza brought a cousin, Al Calahan brought his brother, Adison, and Don Griffin brought his brother. Speaking of coming from far away, we must acknowledge Russ Eustice and Bill Anderson who journeyed over from the Nation's Capitol for the affair.

SICK REPORT

We learned that one of our past presidents, Lee Wright, is at the Ridgeway Manor Nursing Home, 5743 Edmondson Avenue, Baltimore 28, Maryland. His friends are urged to contact him wherever and whenever possible, and we think it will be a nice gesture to let Lee know he is remembered. How about a greeting card to Lee now and then fellows?

TUESDAY CLUB OUTING DATE SET

THE TUESDAY CLUB Annual Outing is scheduled for Tuesday, May 19th at the Country Club of Maryland. Wilson Spilker has been named chairman of this year's affair. This annual outing is the only affair the Tuesday Club sponsors throughout the year, and is open to all members and guests. Attendance at the annual meeting is usually around the one hundred mark and many of the men come from Washington, New Jersey, Philadelphia, and various and sundry points in between. Whether your pleasure is golf, poker, or just bending an elbow with your fellow man, you will find no better place or time to indulge in it than at the Tuesday Club Outing. Under the capable direction of Wilson Spilker, this year's affair will be a real attraction. Make your plans now to attend.

MONTFORT APPOINTED TO SALES STAFF OF WYETH LABORATORIES

James B. Montfort, Jr., Towson, Maryland, has been appointed to the sales staff of Wyeth Laboratories, Philadelphia pharmaceutical concern, according to Stuart V. Smith, vice president.

Montfort was formerly associated with the National Broadcasting Company. Prior to that time he was a member of the staff of the U. S. House of Representatives. He attended the University of Maryland and served for two years with the U. S. Marine Corps.

His headquarters with Wyeth will be in Baltimore.

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Feature the candy that creates quick turnover and repeat business. Profit by the ever-growing demand for Schrafft's—recognized by candy-lovers everywhere as supreme in quality and flavor.

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Why
"GILPIN TIPS
is
"must reading" for
busy pharmacists

Gilpin's familiar blue and white weekly publication, "Gilpin Tips," is as vital to the pharmacist's profit picture as is the stock page to an investor. "Gilpin Tips" brings the busy pharmacist new drug information and "deals" in concise, instantly usable form. Gilpin digests price changes involving thousands of items and hundreds of suppliers, producing a simple summary that includes product name, manufacturer, size, FTM or Suggested Selling Price, pharmacist's cost and even tells whether change is increase or decrease. This up-to-the-minute weekly price review lets the pharmacist realize every price advantage as quickly as it occurs. In addition, Gilpin sends out a Quarterly Index that provides an alphabetical listing of price changes with reference to "Tips" issue where full details appear. Each month, Gilpin's "Detailer" alerts pharmacists to products that will be detailed to physicians by manufacturers during forthcoming month. Little wonder the pharmacist—busy as he is—makes time to read "Gilpin Tips." It's one of his most profitable tools.

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If you would like to be placed on the "Gilpin Tips" mailing list,
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-: NEWS ITEMS :-

NOMINATING COMMITTEE

The Nominating Committee of the Maryland Pharmaceutical Association is asking for names to be considered as Officers and members of the Executive Committee.

For your information, we are reprinting Article IV of the Constitution, Titled:

> OFFICERS AND EXECUTIVE COMMITTEE:
>
> The Officers of this Association shall consist of a President, three Vice-Presidents, an Executive Secretary, a Treasurer, and an Executive Committee composed of representatives of five districts, and Baltimore City, comprising the State of Maryland. Originally, each district shall have representation based on two members on the Executive Committee for each of the five districts and three members for Baltimore City, regardless of store population. After adoption of this Constitution, any of the five districts and Baltimore City, shall be entitled to one extra member on the Executive Committee on the basis of one member for every twenty-five dues paid members in the district or Baltimore City. Representation shall not exceed five members to the Executive Committee from any one district or Baltimore City.
>
> District 1: Eastern Shore. To include the following counties: Caroline, Cecil, Dorchester, Kent, Queen Annes, Somerset, Talbot, Wicomico and Worcester.
>
> District 2: Central. To include the following counties: Anne Arundel, Baltimore, Harford and Howard.
>
> District 3: Southern. To include the following counties: Calvert, Charles, Montgomery, Prince Georges and St. Mary's.
>
> District 4: Northern. To include the following counties: Carroll, Frederick and Washington.
>
> District 5: Western. To include the following counties: Allegany and Garrett.
>
> District 6: Baltimore City. To include the corporate city limits.
>
> All officers of this Association except the Executive Secretary shall be elected annually by ballot, and shall hold office until their successors are elected and have qualified. The Executive Secretary shall be appointed by the Executive Committee, to serve and act during the term of said Executive Committee.
>
> Ex-Officio members may be elected annually by ballot, to the Executive Committee because of the office they hold. Ex-Officio members to the Executive Committee shall not vote.
>
> The President of the Association shall become a member of the Executive Committee for the year immediately following his term as president, and he shall serve as chairman of the Executive Committee during this period.

Send suggestions to the Committee, who are: George M. Schmidt, Chairman; Frank J. Macek, Co-chairman; Hyman Davidov; Manuel B. Wagner; Lloyd N. Richardson; Albin Hayman.

FAIR PLAY

Pharmaceutical manufacturers spend millions of dollars in developing new therapeutic compounds, only to see them frequently become obsolete with a matter of months when some other firm introduces a new, more effective product. Dr. R. S. Rich, writing in The British Medical Journal, recently had this to say: "When patent law as applied to the pharmaceutical industry is considered in this way, it should be appreciated immediately that it is based on the accepted principles of fair play, and is not an aspect of wicked commercial monopoly."

Spring Regional Meeting

MARYLAND PHARMACEUTICAL ASSOCIATION

TIDEWATER INN

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Thursday, May 14, 1959

Spend An Enjoyable Day
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Associates and Friends

ALL ARE WELCOME TO ATTEND

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PRESIDENT'S MESSAGE
BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION

Dear Fellow Pharmacists:

It is becoming increasingly obvious that Pharmacy is in dire need of a public relations program both on a national and grass roots level. I am fully aware that the Health News Institute and some of the pharmaceutical manufacturers have put forth some effort in that direction. However, their material is geared more to research and manufacturing than to the problems of retail Pharmacy.

Retail Pharmacy is constantly being criticized about the high cost of prescriptions. This is partly due to a lack of a systematic pricing method based on sound economic operating principles.

It is also due to laxity on the part of the pharmacist in giving plausible explanations as to what determines the price of a prescription, and why the price of a prescription may differ in various drug stores. There are logical reasons for small differences in prescription prices, assuming that branded products are dispensed. The generic labeled drugs, of course, allow for a greater differential in price, because there are some who pass on the saving to the customer while others charge the same price for the unbranded product as they do for the branded one.

The pharmacist should take the time to explain the factors involved in pricing a prescription. He should explain the inventory problem involved, the many open bottles of expensive drugs and the obsolescence rate of these drugs. Overhead, including salaries and deliveries, should be thoroughly explained as well as the degree of responsibility. Education, long hours and all the many other factors also play a part. The rapidity of recovery from illness and the fact that many diseases have been conquered should enter into the explanation.

The Association is now in the process of forming a speakers group that will appear before organizations to talk on any pharmaceutical subject. This is our attempt to improve public relations on a local level.

We need your help. We ask that you contact various groups in your area to set up meetings to hear the true story on the cost of drugs. We will furnish the speaker. Such activity will bring your pharmacy to the forefront in your community. It all adds up to good public relations.

Sincerely,

HERMAN B. DRUKMAN, President

CRISPENS REPRESENTS LILLY ON EASTERN SHORE

Gordon M. Crispens, who represented Eli Lilly and Company in the Richmond District for a year, has rejoined Lilly as a representative in the Washington District.

Headquarters for Crispens, who resigned a year ago to continue his education, are in Salisbury, Maryland. Hi territory includes parts of southeastern Maryland, southern Delaware, and eastern Virginia.

A registered pharmacist in Maryland Crispens was graduated in 1948 from Baltimore's Southern High School. In 1952 he received a Bachelor of Science degree from the University of Maryland School of Pharmacy.

How to get **More Business** *from your Patrons*

Prescriptions

The Manheimer Pharmacy at 2502 Eutaw Place focuses attention on its prescription service by a fluorescent lighted luminous ceiling over that department at the rear of store.

Never forget that a CUSTOMER in your store is a PROSPECT for more. As long as you can keep him from stepping out the doorway he is subject to the impressions, attractions and buying impulses of all your merchandise on display.

Here's where you need GOOD INTERIOR LIGHTING to keep interest alive, call attention to specials, provide the atmosphere to linger and look. A study by TODAY'S BUSINESS magazine showed that a drug store *increased its gross business 25%* by raising the lighting level from 24 footcandles to 75 footcandles.

We'll be glad to have one of our Lighting Engineers make a FREE SURVEY and submit recommendations for "Lighting to Increase Your Business". It puts you under no obligation. Just call LExington 9-8000, Ext. 2128.

Baltimore Gas and Electric Company

"Sure I'm loaded. Gotta hot salesman!

Works hard all day — no salary, no commission."

Member of the family?

"No-no. Sealtest Ice Cream. So good it sells itself, you know. Fountain sales are 25 per cent of my store's total volume. Folks really go for Sealtest quality."

"Sealtest quality"?

"Sure. Low over-run. High butterfat. Pure, *natural* flavorings. No artificial flavors in any Southern Dairies Sealtest ice cream."

Who's Southern Dairies?

"A division of National Dairy Products Corporation. Local plants all over the Southeast."

And what about—

"Look, friend, I'm busy counting profits. Call up your Southern Dairies plant and put a Sealtest *salesman* on the griddle. One thousand, four hundred and seventeen; one thousand, four . . ."

. . . sells your store!

Sealtest
TRADE MARK
ICE CREAM

SMITH KLINE & FRENCH, INC.

America's Foremost Service Wholesaler

Philadelphia

Serving Southern Maryland

Wilmington

Serving the Eastern Shore

DAVE ESTRIN TO BE HONORED

The Washington, D. C. Chapter of Alpha Zeta Omega, national pharmaceutical fraternity, is honoring David I. Estrin, President and one of the founders of District Wholesale Drug Corporation, with a Testimonial Dinner-Dance at the Indian Springs Country Club, on Sunday, April 12, 1959. Mr. Estrin is also Chairman of the Board of Loewy Drug Company, Incorporated, in Baltimore.

Pi Chapter is tendering the Dinner as a tribute to Mr. Estrin in recognition of 25 years of service to the profession of Pharmacy. His efforts have not been confined to the area of business alone. Dave is known for his enthusiasm and cooperation. He has made material contributions in time, effort and money in behalf of civic, charitable and fraternal causes.

Tickets for the Dinner-Dance may be obtained from: Jack L. Kramer, 8 Longfellow Street, N.W., Washington 11, D.C. Tickets are: $10.00 single, or $17.50 a couple. Reservations are limited.

1959-1960 BLUE BOOK LISTS 172,690 PRODUCTS—AN ALL-TIME HIGH

A total of 172,690 products—an all-time high—are listed in the new 726-page, 1959-60 AMERICAN DRUGGIST BLUE BOOK, the biggest one ever published.

The new edition was mailed on February 27th to every retail drug store in the U. S.

The record number of products in the new edition compares with 169,215 products listed in the 1958-59 edition —an increase of 2.1%.

The new BLUE BOOK also includes more product descriptions — covering data such as composition, uses, dosage, and packaging—than ever before. More than 1,400 products are thus described in the new BLUE BOOK, making the book an important addition to the pharmacist's reference library.

Another reference feature of the new BLUE BOOK is the alphabetical index of nearly 7,200 manufacturers—providing company names and addresses—located at the back of the book.

The BLUE BOOK uses an asterisk (*) to denote fair trade minimum prices.

Other reference material in the BLUE BOOK covers a wide range of topics including Latin words and phrases . . . health supports . . . botanical synonyms . . . photography product sales . . . baby products check list . . . and animal health products merchandising.

Each retail pharmacy will receive one copy of the new BLUE BOOK free of charge. Additional copies are available at $9 each from Circulation Dept., American Druggist Blue Book, 250 W. 55th Street, New York 19, N. Y.

BENZEDREX INHALERS MAY BE SOLD WITHOUT PRESCRIPTION

Nasal inhalers containing basic amphetamine may now be sold only by prescription, the Food and Drug Administration announced. Previously, this type of inhaler—an aid to relieving

77th Annual Convention

MARYLAND PHARMACEUTICAL ASSOCIATION

in conjunction with the

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GALEN HALL

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4th of July weekend at Convention rates)

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---

RELAX IN MOUNTAIN RESORT COMFORT

MAKE PLANS NOW TO ATTEND THE M.P.A. CONVENTION . . YOU WON'T BE SORRY

nasal congestion—has been sold directly to the public.

The agency said it has received evidence of misuse of the inhalers for non-medical purposes by persons who removed the wicks and used the drug as a substitute for amphetamine tablets. The tablets have always been restricted to prescription sale.

Today's action, in the form of a policy statement published in the Federal Register, is based on complaints of misuse from law enforcement officials and results of its own investigations, FDA said. Nasal inhalers containing other drugs are not affected by the ruling, the agency added.

This statement does not apply to the sale of "Benzedrex" Inhalers, manufactured by Smith Kline & French Laboratories.

PHARMACY CHANGES

The following are the changes in pharmacies in this State during February:

Pharmacies opened

Dart Drug Corporation, Herbert H. Haft, President, 7227 Wisconsin Avenue, Bethesda, Maryland.

Peoples Service Drug Stores, Inc. #184, Prince George's Plaza, 3500 East-West Highway, Hyattsville, Maryland.

Peoples Service Drug Stores, Inc. #139, 12359 Georgia Avenue, Wheaton, Maryland.

Read Drug & Chemical Company, 2045-2049 East Joppa Road, Towson 4, Maryland.

Save-Mor Drugs, Inc., Albert Pearlman, President, 7607-7611 Old Georgetown Road, Bethesda, Maryland.

Shure's Rexall Drug Company, Inc., Irvin Shure, President, 8100 Liberty Road, Baltimore 7, Maryland.

Change of Ownership

Eason's Pharmacy, Vincent C. Bambrick, Proprietor, 154 Race Street, Cambridge, Maryland. (Formerly owned by: Frederick Becker Eason.)

DO
YOUR
Ears
"RING"?

If it's your cash register you hear ringing . . . that's good!

And, if you are one of the many wise dealers featuring Abbotts or Jane Logan deluxe Ice Creams . . . proven bell ringers . . . your cash register is ringing just like the phone on a busy party line.

Give Us A Ring
EDmondson 6-4000

Abbotts ICE CREAM
Jane Logan DeLuxe ICE CREAM

ABBOTTS DAIRIES, INC.
45 S. Catherine St.

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- COMPLETE PROPRIETARY DRUG LINE. Current deal information, price changes, complete warehouse stocks, fast, turnover merchandise.
- PHARMACISTS SURGICAL SUPPLY. A complete line of surgical and sickroom items.
- COMPLETE GIFT COSMETIC AND SUNDRY LINE. Annual Holiday Gift Show.
- BUY BOOK: the most complete up-to-date buying guide available. Buy Book promotions are a planned series of sales events designed to build customer traffic.
- EMERGENCY PRESCRIPTION SERVICE. Around-the-clock emergency service for pharmacists in the Metropolitan area.
- WEEKLY DRUG DIGEST. The latest summary of sure changes, new products and current deals.
- TELEPHONE ORDER SERVICE DEPARTMENT. A fast, daily, efficient, and accurate order service by experienced personnel.
- LEGIBLE ORDER FORMS. Easy-to-read, easy-to-check typewritten forms accompany every delivery.
- BULMAN DESIGN AND MERCHANDISING SERVICE. World famous store engineering and layout facilities for building, remodeling, merchandising fixtures, profitable layout—inside and out.
- LOEWY MERCHANDISER. Regular sales and merchandising help on products and promotions.

LOEWY DRUG CO., INC.

"Professional Service for the Professional Pharmacist"

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"Over 55 Years Service To Baltimore Druggists"

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Millers Forge Manicure Implements
Jones Enamelware
Gillette, Gem, Razors and Blades
Eaton High Grade Stationery
Becton Dickinson Products
Kotex, Kleenex, Modess, Yes
Tampax
Doeskin Products
Brockway Glassware
American Thermos Bottles
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Trojans

Miller Drug Sundry Co.

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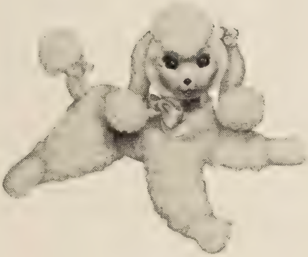

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NPC SPONSORS EDUCATION-INDUSTRY FORUM

CARL K. RAISER, President
National Pharmaceutical Council

Faculty representatives from all the nation's colleges of pharmacy have been invited to attend the NPC Pharmacy Education-Industry Forum to be held at Princeton Inn, August 23 to 26. Letters of invitation to the colleges were sent by Carl K. Raiser, President of the National Pharmaceutical Council.

In his letter of invitation, Raiser requested that each Dean nominate a member of his faculty to attend the three-day sessions. It is anticipated that all 76 pharmacy colleges will be represented at the first pharmacy forum presented by an organization of leading pharmaceutical companies.

Twenty-one NPC member companies will sponsor the Forum in cooperation with the American Association of Colleges of Pharmacy. The Forum is designed to explain the philosophy and workings of the pharmaceutical industry to the educators who in turn will transmit the information to the nation's pharmacy students.

Raiser assured the Deans that "the Forum will be conducted in a tone of academic freedom similar to that enjoyed by your faculty members on their home campuses. There will be ample opportunity for the interchange of questions and answers between pharmacy educators and industry representatives."

The Forum will be conducted on a lecture-workshop basis. Four speakers will lecture during the morning sessions and be available for discussion periods with the educators in the afternoons.

Prominent physicians, statesmen, educators and pharmaceutical industry leaders will highlight the list of guest speakers. A broad orientation course surveying the pharmaceutical industry —its operations, market concepts, product planning, impact on public health—will be presented.

Raiser told the Deans it is his hope that "the Pharmacy Education-Industry Forum will be one of the major events in the country's history of pharmacy education."

IT'S AGAINST THE LAW WHOLESALERS PLEASE NOTE

The National Wholesale Druggists' Association Newsletter reminded its active members of the fact "that the sales of Prescription Legend Drugs should not be sold to employees, even though they have a prescription from their physician. Wholesalers are not licensed to fill prescriptions, consequently wholesalers should direct their employees to obtain such drugs from pharmacists even though they have a policy of extending special discounts to employees".

In this same vein, it's in order to remind all drug wholesalers: it's against the law to sell Prescription Legend Drugs to other than licensed drug stores, and those practitioners and institutions licensed to dispense them.

LILLY SLIDE RULE TO PROFIT

A device which resembles a slide rule is enabling salesmen of Elli Lilly and Company to show pharmacists how they can improve their business operations to increase profits.

Called the **Lilly Digest** profit guide, the device presents in vertical columns such data as average margins, costs, profits, and inventories for **Lilly Digest** pharmacies arranged according to sales and city size. The data is given for both average and above-average retail pharmacy operations.

A pharmacist may obtain from a Lilly salesman the figures that apply to the category into which his pharmacy falls and, by comparison, detect any weakness that may exist in his own operations.

The profit guide provides in handy, condensed form the information compiled by the Lilly Digest. On the back of the guide are suggestions for prescription department promotion and sound financial management—the two "Keys to Greater Profit."

The profit guide brings out that the better managed pharmacies are able to achieve net earnings which are from 3 percent to 7 percent higher than those reported by average pharmacies.

NATIONWIDE "SALUTE TO DRUGGISTS" IS HOME SERVICE BOOK PROMOTION

"A Salute to America's Druggists" will highlight the major spring and summer promotion for Better Homes & Gardens home service books.

Objective of the nationwide promotion is to foster good will toward America's druggists, "for supplying us with the products that mean a healthier, happier life."

The "Salute" will be made initially in a four-color, 1½-page announcement in the May issue of Better Homes & Gardens magazine, citing the importance of the druggist's role in aiding better living.

The "Salute To Druggists" book promotion is designed for consumer ap-

Robins

FEBRUARY CHECK LIST

Tear out for a handy check of
your current stock of these
Robins products that are receiving
special promotion in your area
THIS MONTH

Dimetane® Expectorant
☐ Elix.. 1 Pt.

Pabalate®
☐ Tab. 100's ☐ Tab. 500's

Pabalate®-Sodium Free
☐ Tab. 100's ☐ Tab. 500's

Pabalate®-HC
☐ Tab. 100's ☐ Tab. 500's

Robaxin®
☐ Tab. 50's ☐ Tab. 500's

Phenaphen®
☐ Cap. 100's ☐ Cap. 500's ☐ Cap. 1000's
☐ Tab. 100's ☐ Tab. 500's ☐ Tab. 1000's

Phenaphen® with Codeine
☐ Cap. ¼ gr. 100's ☐ Cap. ½ gr. 100's ☐ Cap. 1 gr. 100's
☐ Cap. ¼ gr. 500's ☐ Cap. ½ gr. 500's ☐ Cap. 1 gr. 500's

Ambar®
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☐ Extentabs 100's ☐ Extentabs 500's

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Delicious Austin varieties just naturally go-with all fountain drinks . . . to increase your unit sale. Boosts your volume, too, because Austin quality means faster turnover, repeat business, more profit!

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Cookies & Snack Varieties,

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CHEESE PEANUT BUTTER SANDWICHES
Austin's
CHEESE PEANUT BUTTER SANDWICHES

Austin's
Box 1936
Balto. 3, Md.

proach at the retail level. Chain and independent drug stores, as well as large drug departments in chain stores, are scheduled to tie-in with the promotion, which begins April 21.

More than 34,000 chain and independent drug stores handle Better Homes & Gardens magazines and magazine-size "idea publications."

A special 12-book prepack, containing 2 copies of the Better Homes & Gardens New Cook Book and Baby Book, and one copy each of the Story Book, Garden Book, Handyman's Book, Decorating Book, Junior Cook Book, Flower Arranging Book, Salad Book, and Barbecue Book, has been designed for display in drug stores and departments. The prepack repeats the "Salute to Druggists" theme. The Better Homes & Gardens Diet Book, sold mainly through drug stores, is provided in quantity for special display with the prepack.

In addition, extensive promotion materials for in-store display will be included in each prepack. An unmounted 14" by 18" poster, in four-color, using the same art and "Salute" theme as the announcement ad, will be provided, as will a 7" by 19" shelf hanger. A package of display ideas for the promotion, including illustrations, will accompany the posters and banners.

Most of the local promotions for "Salute to Druggists" will be coordinated by magazine wholesalers. However, several major chains will make a special announcement mailing to their dealers in March, and provide display materials in April.

DR. HERBERT EICHERT KILLED IN AUTOMOBILE ACCIDENT IN FLORIDA

Dr. Herbert Eichert, a prominent heart specialist of Miami, Florida, was killed in an early morning automobile accident in a fog on February 2, 1959.

Dr. Eichert received the Ph. G. diploma from the School of Pharmacy in 1928, also the B. S. in 1930, and the M. D. degree in 1932 from the Medical School of the University of Maryland.

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D. Stuart Webb
ADVERTISING SERVICES, INC.
306 N. GAY STREET
Baltimore 2, Maryland

He also did post-graduate work at the Union Memorial and the Johns Hopkins Hospital in Baltimore, and in the American Hospital in Paris.

He is survived by his wife and a 17 year old daughter; a brother, Dr. Arnold H. Eichert, Superintendent of the Florida Mental State Hospital, Hollywood, Florida, a graduate of pharmacy and medicine of the University of Maryland; and a sister, Mrs. Vernon L. Piel of Baltimore, Md.

INTERESTING

Only 6% of the 370,000 food stores are owned by chains, but they do over 40% of the business.

DO YOU BELONG?

JOIN THE MPA NOW!

Is our policy worth 30 MILLION DOLLARS?

That's the sum we're being sued for by a prophylactic slot machine operator. That's the value he places on our Policy.

Our Policy . . . Drugstore-Only-Sales . . . keeps our products in your drugstore, where they traditionally, morally and ethically belong. *Pharmacy survival depends on the professional sale of professional products.*

Our Policy protects the high standard of your store, your prestige in the community . . . and the health and welfare of your customer. Would he get family health advice from a slot machine?

So we ask . . . Is our Policy worth 30 Million Dollars to you?

TROJANS

PROFIT PROTECTION • PRODUCT PERFECTION

YOUNGS RUBBER CORPORATION

SOLD ONLY IN DRUGSTORES SINCE 1926

1909 - - - 1959

OUR FIFTIETH ANNIVERSARY

Our entire organization extends greetings to you for the year . . . 1959 . . . and wishes to thank the pharmacists of Maryland for their loyal support and most valued patronage over the years . . .

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FOR YOUR PROTECTION

Periodically your insurance program should be reviewed to be sure that all of the necessary protection is being secured and that new methods of insuring are being fully utilized.

Our Agency will welcome the opportunity to serve as your insurance counsellor. Kindly let us know if we can be of service as our staff is particularly qualified to serve the pharmaceutical profession.

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PEPSI-COLA
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LExington 9-7171

A Thoughtful Store
Sweetheart
Sanitary Wrapped
STRAWS
Sweetheart Straws
The Sign of "A Thoughtful Store"

Fountain Customers Appreciate

Sweetheart
SANITARY WRAPPED
Straws

Protecting your customers' health is your duty. Sweetheart Sanitary Wrapped Drinking Straws afford this necessary protection and your customers will show their appreciation through increased patronization. No extra charge for your "Personalized" advertising imprinted on wrappers.

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1100 South Eutaw Street - - - - Baltimore, Md.

TOASTCHEE
LANCE

Look what
I found!

I found that my customers really go for those tasty Lance snacks. And I found, too, that I make more money on them than any other brand. Must be because they sell so fast.

They're advertised

LANCE
CHARLOTTE, N. C.

SPEEDY

Don't be *Short Sighted!*

Speedy News Flashes

★ ★ ★ ★

ORDER ALKA-SELTZER®

WINTER WEATHER INCREASES SALES OF ALKA-SELTZER!

Be sure you have a good supply of ALKA-SELTZER on hand to meet the increased demand during these bad weather months.

MILES PRODUCTS

Alka-Seltzer

Partner of the retail druggist for 75 years

Division of Miles Laboratories, Inc.
Elkhart, Indiana

Elsie is all set to do an outstanding job this spring and summer—ready to sell MORE ice cream for YOU. Will you let her?

Borden's
ICE CREAM
ORleans 5-0171

LACTINEX®
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TABLETS & GRANULES

FOR RESTORING AND STABILIZING THE INTESTINAL FLORA

LACTINEX GRANULES and TABLETS contain a standardized viable mixed culture of Lactobacilli acidophilus and bulgaricus with the naturally-occurring metabolic enzymes produced by these organisms.

LACTINEX TABLETS—A clinically proven treatment for gastro-intestinal disturbances, including diarrhea[1, 2, 3] (antibiotic induced and others) in infants and adults.

LACTINEX GRANULES—An especially designed dosage form (served on cereal, food or with milk) of this effective product for the pediatric and geriatric patient.

Dosage: Three or four tablets or one packet, three or four times a day.

Supplied—tablets in bottles of fifty—granules in boxes of twelve, one gram packets.

1. *Siver, Robert H.: Current Medical Digest, Vol. XXI, No. 9, September 1954.*
2. *McGivney, John: Texas State Journal of Medicine, Vol. 51, No. 1, January 1955.*
3. *Frykman, Howard M.: Minnesota Medicine, Vol. 38, No. 1, January 1955.*

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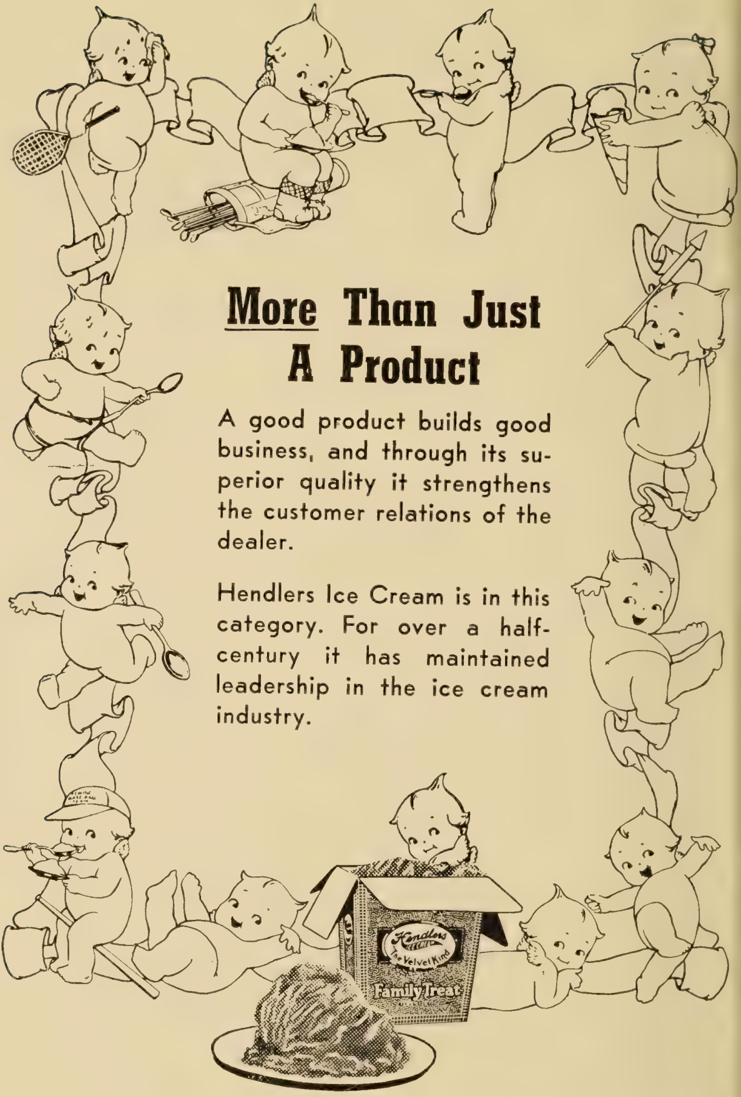
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The Velvet Kind
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A good product builds good business, and through its superior quality it strengthens the customer relations of the dealer.

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THE MARYLAND PHARMACIST

PRACTICAL • PROGRESSIVE • PROFESSIONAL

VOLUME XXXIV MARCH, 1959 No. 6

Spring Regional Meeting

MARYLAND PHARMACEUTICAL ASSOCIATION

TIDEWATER INN

EASTON, MARYLAND

Thursday, May 14, 1959

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Echoing a day gone by...

43 Lilly service wholesalers make life simpler for "Deep South" prescriptionists

Though his heart may yearn for the gentler days, the Southern pharmacist lives in an era of free and open competition. His mind must be alert to the times—ever ready to conform to current trends in medical opinion.

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No matter where you are, there's a Lilly service wholesaler nearby

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KAPSEALS®

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DETROIT 32, MICHIGAN

73159

The Maryland Pharmacist

MARYLAND PHARMACEUTICAL ASSOCIATION
Office of Publication: 650 W. Lombard Street, Baltimore-1, Md.
SAratoga 7-0746

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... Editorial ...

TIME MARCHES ON

In the days of great grandpa, and beyond that era, when handle bar moustaches and sleeve holders were in vogue, the general store was the super market of the day. People would drive for miles, first by horse and buggy and then by gasoline carriage, to do their one stop shopping. By popular demand and economic necessity, the general store sold everything imaginable.

Then came the era of progress and specialization. Development of grocery, hardware, drug, department stores and many others, became the order of the day. This mode of supply was accepted because it was recognized as more efficient and was abreast of the economic changes taking place. We were becoming acclimated to the conveniences of the times. The general store, as great grandpa knew it, became extinct. The change was, unquestionably for the better. Pharmacy accepted the change and went along with the times.

Then came the period of growth, departmentalization and constant expansion. The development of the shopping center was the order of the day. Everything became super—super markets, super drug stores, super variety stores. We are now reaching the point of colossus with larger areas to be filled. Each type of operation is digging into the lines of the other. Is this a throwback to the general store? In a modern sense, it is.

There is one glaring and significant difference, however, between great grandpa's general store and the modern version. The old enterprise was available to all, while the new is available to only a few. Prime locations are only available to the giant operators. Free enterprise is becoming stifled more and more as time goes on.

What is the solution? Twenty-five years of conferences, conventions and speechmaking have not brought a solution nor have they stopped the inroads being made against small business. Recent figures released by the Department of Commerce indicate that out of 4,362,700 business firms in the United States, 4,131,400 have fewer than 20 employes. It is quite obvious that the economy of the United States is dependent on small business. Therefore, small business has a right to make demands, be recognized and be protected.

Whatever the vicissitudes of fortune are in store for Pharmacy, whether the pendulum swings in the direction of commercialism or professionalism, a program of protective measures should be launched, not so much inspired by selfish motives, but to preserve the principle of free enterprise with regard to the inherent right of existence. Public interest and welfare is guaranteed under such a system.

Organized Pharmacy must not procrastinate further. It must abandon the concept that it can not become involved in politics or legislative matters. We have had Fair Trade these many years because we took a positive stand and fought for it, even as of this day. If we are to hold our position or strengthen it in other phases, we must assert ourselves in a unified way. Not by weak and factional methods but by positive action and concerted effort.

The longer we wait, the more difficult becomes the problem. This is an age of quick decisions and action. If we are to control the sale of drugs; decide on the door-to-door sale of drugs and vitamins; set up standards for the practice of Pharmacy; and obtain recognition as a member of the health team, we must not tarry. Time marches on.

FOR YOUR PROTECTION

Periodically your insurance program should be reviewed to be sure that all of the necessary protection is being secured and that new methods of insuring are being fully utilized.

Our Agency will welcome the opportunity to serve as your insurance counsellor. Kindly let us know if we can be of service as our staff is particularly qualified to serve the pharmaceutical profession.

GREENE & ABRAHAMS CO., INC.
E. A. ROSSMANN, President
225 E. REDWOOD STREET
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Suburban Club
GINGER ALE

The best "mixers" are using

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Tom Collins Mixer
Up Town (Lemon-Lime)
Squirt
Schweppes Quinine Water

Are You Ready For The Demand? ???????

SUBURBAN CLUB Carbonated Beverage Co., Inc.
ORleans 5-0100

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At Burris & Kemp, 3300 Greenmount Avenue, good general illumination from recessed ceiling units is supplemented by a fluorescent cornice to emphasize merchandise in wall cases, and high lighting at rear to attract customers through the store.

Showcases were not made just to serve as stock shelves. Their real job is to SELL merchandise. But they can't do it without the help of GOOD LIGHTING . . . PLANNED LIGHTING. Properly planned lighting will display your goods in a way that commands attention, creates desire, and stimulates impulse buying.

Impulse buying comes naturally when you use accent lighting. It spotlights . . . directs the buyer's eye to what you want to sell. It highlights . . . features quality and flatters merchandise in a way that rings the bell on your cash register.

Let us have one of our lighting engineers make a FREE SURVEY and submit recommendations for "Lighting to Increase Your Business." There is no cost or obligation to you. Just call LExington 9-8000, Ext. 2128.

Baltimore Gas and Electric Company

PRESIDENT'S MESSAGE

Dear Fellow Pharmacists:

Pharmacists can be formidable warriors when aroused as was evidenced in Annapolis when repealer bills of our Fair Trade Act were introduced. They realized that this had to be a *do* or *die* effort, for suddenly they were faced with imminent peril to their very existence, and the economic chaos that would be sure to follow might prove to be unsurmountable. It was indeed a determined gathering that filled the House Chamber. There was no doubt about the seriousness of the occasion.

These repealer acts failed and credit must go to the Chairman and members of the Fair Trade and Legislative Committees for their alertness and guidance.

The Secretary and his associates did a magnificent job of coordinating and publicizing, and it was through their untiring effort that the march on the Legislature proved so successful.

The membership can feel very proud of their own efforts in response to the call from their leaders to save themselves. If you rest on your laurels, you will find that you have only delayed the opposition until the next legislative session.

If the same overwhelming determination can be generated to flood the members of Congress with letters, telegrams, phone calls and personal visits in behalf of the "Harris National Fair Trade Bill"—H.R. 1253 (and companion bill in the Senate—S. 1083), the possibilities are that you may not have to battle the enemy again.

The efforts of your leaders are not enough to convince congressmen, unless backed up by the desires of individual constituents who in the final analysis are representative of votes which determine the policy of *Pro* or *Anti*. Please communicate your desires to your congressmen immediately on H.R. 1253 and S. 1083. Fair Trade must have your unqualified support—this is imperative.

Sincerely,

FRANK BLOCK, President

PHARMACY CHANGES

The following are the changes in pharmacies in this State during March:

Pharmacies Opened

Snyder's Pharmacy, 3301 Eastern Boulevard, Baltimore 20, Maryland, Mr. Douglas W. Holtschneider, Proprietor.

Riverwood Pharmacy, 145 B Back River Road, Baltimore 21, Maryland, Mr. Aaron J. Friedman, Proprietor.

Drug Fair #36, 11215 New Hampshire Avenue, Silver Spring, Maryland - Mr. Milton L. Elsberg, President.

Change of Ownership

Park Pharmacy, 6933 Laurel Avenue, Takoma Park, Mrs. Alice Dudley and Mr. Thomas F. Connor, Proprietors.

Pharmacy Closed

Silver Spring Medical Building Pharmacy, 10620 Georgia Avenue, Silver Spring. Mr. Fordyce W. Luikart, President (Group Health Association, Inc.)

Change of Address

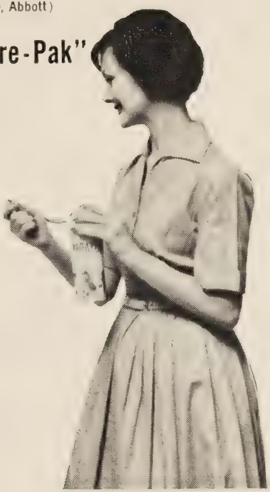
William Bradford Hayes, Hayes' Prescription Pharmacy, 507 Mace Avenue, Essex, Baltimore 21, Maryland. Formerly located at 700 Mace Avenue.

vitamin-time is FUN...

when it's VI-DAYLIN®

(Vi-Daylin—Homogenized mixture of Vitamins A, D, B_1, B_2, B_6, B_{12}, C and Nicotinamide, Abbott)

in the new "Pressure-Pak"



"Pressure-Pak" VI-DAYLIN is boosting vitamin sales in pharmacies everywhere.

Why? Because VI-DAYLIN's delightful, new push-button container has turned vitamin-time into a real event in thousands of homes.

Sure, the lemon candy flavor always tasted wonderful to youngsters; the potent, balanced formula has had physician approval for years.

But now, children—and a lot of adults, too—enjoy this new, modern way of serving VI-DAYLIN: Just press the button, and a golden stream fills the spoon! Youngsters remind Mom when it's time for VI-DAYLIN—even ask to serve themselves.

And — there's no sticky cap, no mess, no waste, no refrigeration with "Pressure-Pak" VI-DAYLIN. No breaking or spilling, either.

New "Pressure-Pak" VI-DAYLIN comes in a 12-fl.oz. size—it's the same nutritional formula that's also supplied in 3-fl.oz., 8-fl.oz. and pint bottles.

Abbott

"Pressure-Pak" VI-DAYLIN means more vitamin business for you—be sure to display this new package in your pharmacy!

903084

A Cordial Invitation

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Headquarters For

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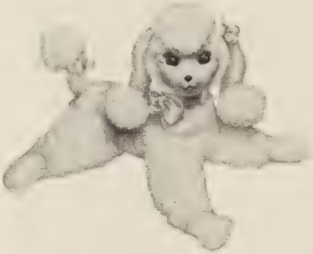
NOVELTIES



Come and Browse — See Our Complete Stock of Nationally Advertised Brands of Toys.

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2. **Improve Your PROFIT Picture**

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BLUE RIBBON—DELUXE

SOLD IN DRUG STORES ONLY

3 for 50c Retail
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No Change in Prices

Consumer accepted for 30 years

BLUE-RIBBON

AQUAPAC—The First and Best in rolled wet Skins

3 for $1.50 Retail
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Consumer Appeal — No Change in Prices

AMERICAN HYGIENIC COMPANY

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. . . Fair Trade News . . .

FAIR TRADE CARAVAN

CHARTERED
Prince Georges -- Montgomery County
DRUGGISTS
FAIR TRADE CARAVAN
TO ANNAPOLIS
KEEP THE SMALL BUSINESS MAN in BUSINESS

Pictured is one of the four busses that converged on the Maryland State Legislature on March 18th to protest the attempt to repeal the Maryland Fair Trade Act.

Transportation was provided by the District Wholesale Drug Corporation (above), The Calvert Drug Company, H. B. Gilpin Company, Muth Brothers, Loewy Drug Company, and the Maryland Pharmaceutical Association. Many used private automobiles.

More than 500 converged on Annapolis. This solid effort defeated both Fair Trade repealer bills. Many thanks for being there and for the many messages of protest sent to the members of the Legislature. The victory is yours and we are proud of you.

TESTIMONY OF SIMON SOLOMON

In support of H.R. 1253

Made Before Interstate and
Foreign Commerce Committee
House of Representatives
March 17, 1959

My name is Simon Solomon. I have conducted a retail pharmacy in Baltimore for more than thirty years. I have served as a member of the Executive Committees of both the Maryland Pharmaceutical Association and the Baltimore Metropolitan Pharmaceutical Association for many years.

I wish to make it very plain that I am not here today speaking to you gentlemen as an expert on Fair Trade, but after 22 years experience with it from the very first day the law was enacted in Maryland, and also being familiar

SMITH KLINE & FRENCH INC.

America's Foremost Service Wholesaler

Philadelphia

Serving Northern Maryland

Wilmington

Serving the Eastern Shore

with the pre-fair trade days, I know at least a little bit about Fair Trade, not from the academic viewpoint of the economist, but from the standpoint of a man who was behind the counter in those terrible days of the last depression and also as one who actually witnessed and felt the effects when the ruthless price cutting experts moved in on the small independent businessman who was struggling to keep his head above water. I know the bitter miseries of predatory price cutting when standard quality products were being sold at prices below what I paid for them from the wholesaler. I know what it means to be squeezed in by the price cutter across the street and around the corner and also only a block away from the department stores and chain drug stores. Because of that situation, gentlemen, many of the small independent retailers in our field particularly, fell by the wayside, being unable to compete with such ruthless competition.

Finally I saw a ray of sunshine after all the rain, when the Fair Trade Act was enacted in our State.

While Fair Trade prices have been maintained unusually well in Baltimore and the metropolitan area over the many years, I regret to say this is unfortunately not true in those areas such as Bethesda, Silver Spring, etc., which is very close to non-fair trade—Washington, D. C. If this condition is not corrected there, I am afraid this chaotic situation will soon reach Baltimore.

Although some pharmaceutical manufacturers have obtained permanent injunctions against some violators in the Maryland territory, the results have been very unsatisfactory because many manufacturers no doubt hesitate to take further legal action due to the uncertainty of the present Fair Trade picture and thus are hoping for quick action on the Harris Bill (H.R. 1253).

Never have I witnessed such ruthless cut throat competition. Strange to say it has happened only in the past two years as prior to that time despite the fact that D. C. never had Fair Trade, prices on fair-traded products there were generally maintained. While the large super markets, chain drug stores and even some smaller cut rate stores are battling it out, many independent retail pharmacists, who have been conducting a successful business in the area for many years are complaining bitterly and justifiably so, being unable to meet such competition under any circumstances. Their only salvation is in the hands of Congress and unless help comes in the immediate future then everything they have worked hard and long for, to build up a successful and prosperous business over the years, must inevitably and eventually be lost.

The big fellow can easily survive under these price wars, but this is not true of the small man. Just take a look at these new giant super markets and chain drug stores around these areas. Only a few years ago, the super markets occupied a space of about 20,200 square feet, handling mostly their own products, such as fruits, vegetables, meats, etc., but today these same supers are now occupying from 50,000 to 55,000 square feet of space, which means that the extra 35,000 square feet is now being used to display, as can be seen from their advertisements, such items as hardware, women's, men's, children and infant's clothing, furniture, household appliances, linens, sports equipment, lamps, china, glassware, gifts and many other products. So it is evident that what they are losing in bait items sold practically at cost or slightly above they make up by profits on a large volume of business on above non fair-traded items. They handle probably no more than 100 of the rapid turn over products in our field, and most of these are used as bait.

It can be seen that even the chain drug stores in that section and elsewhere are increasing their floor space which was until the past few years around 6000 square feet of floor space and now runs as high as eleven, twelve or thirteen thousand square feet, thus giving them extra room to handle every-

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Delvale
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DELVALE

OPEN SECRET

Making high-quality ice cream in a variety of flavors is the secret of Delvale's success . . . Anyone who buys or sells Delvale ice cream soon finds it out for himself . . . It's an open secret.

But now dealers everywhere are learning another secret about Delvale ice cream: **Delvale means increased ice cream sales, higher ice cream profit from rapid turnover, and greater buyer traffic.**

Find out what Delvale can do for you. Call us for information, today.

Delvale®
ICE CREAM

DELVALE DAIRIES, INC.
2030 Harford Road, Baltimore • S. Capitol and E St., S.E., Washington

THE HOWARD DRUG & MEDICINE CO.

101 CHEAPSIDE
BALTIMORE 2, MD.

MARYLAND'S FAMOUS
CATALOGUE WHOLESALE DRUGGIST & SUNDRYMAN

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thing imaginable. Not only are the independent retail pharmacists, caught in the middle but this also applies to many independents in other fields.

PRICES BELOW WERE TAKEN FROM A RECENT ADVERTISEMENT

		Cut Rater's Sale Price	His Probable Cost
.67	Bayer Aspirin-100's	.37	.45
.89	Listerine-14 oz.	.52	.58
$1.19	Anacin-100's	.72	.80
.65	Bromo-Seltzer	.44	.42
.45	Kotex-12's	.26	.29
$1.00	Colgate Bomb	.62	.62

The above are only a few of the hundreds of items advertised.

The House Small Business Committee's prediction in January, 1957 that if small business failures and big business expansions continue at the rate of the previous five years, most of the distribution and service businesses of the nation and all manufacturers businesses within 18 years would be controlled by giant corporations.

SMALL BUSINESS FAILURES IN 1958

Small business failures in 1958 totaled 14,964, the highest total since 1933. The 1958 failures exceeded the number in 1957 by 8.9 per cent.

I was much impressed with what Congressman Pelley of the State of Washington said at the hearing before this body in 1958.

He said, "the backbone of our competitive economy and of free enterprise is the neighborhood or family type of business, the independent operator with a few employees and the smaller concern. This is the kind of store whose policies conform to the grassroot idea of service and profit incentive and offer customers year in and year out responsibility. This is the kind of business that gives America its high living standard."

According to recent statistics of the United States Department of Commerce, of the 1,800,000 retail establishments in this country, about 2 per cent have 50 or more employees. Or 98 per cent have less than 50 employees. It is probable according to their figures that between 60 to 70 per cent employ 3 persons or less. Therefore, in speaking of consumers we must not overlook the millions of consumers represented by those who earn their livlihood in small retail establishments and in manufacturing enterprises engaged in the distribution and manufacturing of trade mark commodities.

As pharmacists we seek no special privileges. We seek no protection if we are inefficient or not alert enough to move ahead with the times. We do not ask for financial assistance. We only ask for the opportunity to be able to compete with our large competition in the sale of national brands on a more equal basis. Ours is not an easy life, and really we exist for the convenience of the public. Under fair trade we can operate our stores in fair competition with others. If we are to continue to render adequate services to the people in our community, then we must be financially and economically sound; and this can only happen if we have the opportunity to earn a legitimate profit on the important national brands that are the backbone of our business and the bait brands of our price juggler competitors. Gentlemen, is that asking too much? Remember the little corner pharmacies are fortresses of health, responsible for the distribution of valuable drugs so essential for the health and welfare of the people. We only ask that we be allowed an opportunity for a fair return for our services. How can the small fellow have the incentive to work to push manufacturer's brands—unless he has such an opportunity?

I, therefore, respectfully urge the enactment of the Harris Bill (H.R. 1253).

PATRONIZE
OUR ADVERTISERS
THEY ARE OUR FRIENDS

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Complete Lines for More Profit

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NEW NIELSEN STUDY SHOWS CONSUMERS PAY SAME AVERAGE PRICES ON POPULAR DRUG BRANDS IN FAIR TRADE, NON-FAIR TRADE AREAS

Consumers shopping in the fair trade and non-fair trade areas of the country paid about the same average prices for 15 outstanding national brands of drug products, according to the most comprehensive price comparison study ever undertaken to determine the effect of fair trade on consumer prices.

Conducted by A. C. Nielsen & Co., national independent research organization, the study showed that whatever advantages were found—and the price differences discovered were statistically insignificant—favored the consumer in the fair trade areas.

The study was presented to the House Committee on Interstate and Foreign Commerce by Maurice Mermey, director of the Bureau of Education on Fair Trade, who testified in support of the Harris Bill, H.R. 1253.

"The study exposes the fallacy of determining consumer effect of fair trade on the basis of bargain bait prices on national brands," Mr. Mermey declared in his statement.

The 15 brands included five each of analgesics, laxatives and dentifrices. The study covered a continuous 6-month period, January-June, 1958. It covered all the drug stores and food stores in the country through the Nielsen tested sample of 2,350 stores (750 drug stores and 1,600 food stores), including urban and rural stores, chain and independent, supermarket and small outlet. The price data had been previously gathered by Nielsen in the normal course of its research unrelated to fair trade.

Nielsen's findings included these eight points:

1. The differences in weighted average price in the price comparisons shown are so small as to be statistically insignificant. Most price differences are of the order of one-third of 1% to 1%.

2. On eight of the 15 brands purchased in food stores, the consumer paid slightly less in the fair trade area than in the non-fair trade area, and slightly more on six of the brands. The consumer in both areas paid exactly the same weighted average price for one brand.

3. On six of the 15 brands purchased in food stores, the consumer paid slightly less in the fair trade area than in the non-fair trade area, and slightly more on seven. The consumer in both areas paid exactly the same weighted average price for two brands.

4. Combining food and drug store prices, consumers in the fair trade area paid slightly less for eight brands, slightly more for five brands. Consumers in both areas paid exactly the same weighted average price for two brands.

5. Twenty-two of the price comparisons favor consumers in the fair trade area, while 18 favor consumers in the non-fair trade area. In five cases, the weighted average price is identical for both areas.

6. Drug stores in the fair trade area charged slightly less than food stores on eight brands, and slighlty more on four brandes. The weighted average price of three brands was the same in both types of stores.

7. Drug stores in the non-fair trade area charged slightly less than food stores on 10 brands, and slightly more on five brands.

8. Eighteen of the 30 drug store - food store comparisons show drug stores charging slightly less than food stores. Nine comparisons show food store charging less, while the price is the same in the remaining three comparisons.

Two earlier Nielsen studies which were confined to drug stores alone showed a similar pattern of results. The first study, July - December, 1949, showed that the consumer in the fair trade area paid a fraction of a penny less, on the average, for fair-traded brands than did the consumer in the non-fair trade area. As in 1958, the price differential was so small as to be statistically insignificant. The second study, covering the six months' period March - August, 1951, showed that the consumer in the fair trade area paid 1.4c less, on the average, for fair-traded brand than did the consumer in the non-fair trade area.

"The results of the Nielsen studies, as well as all other available evidence," Mr. Mermey said, "lead to a conclusion diametrically opposed to that contended for by opponents of H.R. 1253."

FAIR TRADE STICKER NOTICES

CHESEBROUGH-POND'S INC.—
Page 49-A

Item	F.T.M.
Vaseline Hair Tonic—Personal	.33
Vaseline Hair Tonic—Large	.53
Vaseline Hair Tonic—Giant	.73
Vaseline Hair Tonic—Economy	.98

NATIONAL BRANDS—Page 13

Dr. Lyons Tooth Powder—2 oz.—Regular	.29
Dr. Lyons Tooth Powder—4.5 oz.—Regular	.49
Dr. Lyons Tooth Powder—10 oz.—Regular	.89
Dr. Lyons Tooth Powder—4 oz.—Ammoniated	.49

SEA BREEZE LABS., INC.—Page 88A

Item	F.T.M.
Sea Breeze—4¼ oz.	.69
Sea Breeze—10 oz.	$1.19
Sea Breeze—16 oz.	1.59

RICHARD HUDNUT—Page 40-A

#25311 DuBarry Medicated Face Wash	$1.35
#25065 DuBarry Cleansing Cream	$2.25 (plus Tax)

NEW ADDRESS

FAIR TRADE SERVICE BUREAU, INC.
4702 WALTHER AVENUE
BALTIMORE 14, MARYLAND
CLIFTON 4-3348
Report Fair Trade violations promptly.

DO
YOUR
Ears
"RING"?

If it's your cash register you hear ringing . . . that's good!

And, if you are one of the many wise dealers featuring Abbotts or Jane Logan deluxe Ice Creams . . . proven bell ringers . . . your cash register is ringing just like the phone on a busy party line.

Give Us A Ring
EDmondson 6-4000

Abbotts ICE CREAM
Jane Logan DeLuxe ICE CREAM

ABBOTTS DAIRIES, INC.
45 S. Catherine St.

45th Vitamin success story

VITAMIN
headquarters
THERAGRAN
SQUIBB VITAMIN PRODUCTS
VIGRAN
VIGRAN

"More than doubled our vitamin business"

at Bennett's Pharmacy, Decatur, Georgia

"After the fine year we had in 1957, we never imagined our vitamin business would climb in '58 at so amazing a pace. But the way things are going, we happily hesitate to predict what 1959 has in store.

"A large part of the credit must go to the strong sales support we receive from Squibb. It is no coincidence that since we started taking advantage of the many Squibb sales and promotion aids, our pharmacy became the Fight Back center. We use all the material we receive from Squibb — everything from counter displays to envelope stuffers. They have indeed helped to make our customers vitamin conscious.

"We've discovered that it pays to fight back . . . and the proof of the pudding is in our constantly expanding vitamin sales volume."

Thomas J. Bennett
THOMAS J. BENNETT

SQUIBB *quality . . . the priceless ingredient*

. CONTRIBUTIONS .

WOOL FAT AND LANOLIN DERIVATIVES

By B. F. Allen*

During recent years the use of wool fat, lanolin, and modified lanolin products in pharmaceuticals and cosmetics has extended widely and rapidly. In fact, one manufacturer has recently stated that they sell over 10 million pounds of lanolin and lanolin derivatives per year. The era of the old sticky product (wool fat and lanolin) has supposedly given way to the more elegant looking ones. The lanolin manufacturers have embarked upon a program of intensive research and development to satisfy increasing demands from consumers and to meet the expanding market.

Wool fat is a natural product excreted by the sebaceous glands of sheepskin to render waterproof the delicate fleece fibers and to protect them from becoming felted, brittle or otherwise mechanically injured. This wool fat is removed by washing before the wool is spun into cloth. From the wash liquors the wool fat is extracted in a crude state (often called wool grease or neutral degras) and then refined by means of many processes. Chemically, the substance is a highly refined wax (also known as wool wax). It differs, however, from ordinary waxes in that it contains some high molecular alcohols such as cholesterol and its derivatives.

Wool fat turns rancid if exposed to the action of light, air and moisture over long periods of time. The preservation of this substance is of paramount importance since it should not turn dark the color of the compounded product or produce a disagreeable odor.

The U.S.P. recognizes anhydrous lanolin (wool fat) and lanolin (hydrous wool fat). It is very important to note the difference between these two lanolins, since on many occasions, the trade literature has referred to wool fat as being lanolin.

Lanolin has been the long accepted standard of emollience in pharmaceutical and cosmetic preparations. It is also noted for its ability to penetrate the skin and to promote absorption through the dermal layers. This is probably due to a similarity to human sebum and the skin waxes. However, there has been a great deal of disagreement regarding these properties.

Lanolin has also gained a dubious reputation for being highly sensitizing to numerous individuals. The sensitivity reactions of this substance brings to mind the question of the "hidden ingredient" so often brought up when dermatological prescriptions are discussed. Therefore, the addition of wool fat or lanolin as an absorption medium for liquids prescribed in ointment-like preparations is questioned. It has been reported that the incidence of sensitivity reactions seems to increase with the amount of protein materials present in the lanolin. Statements have also appeared that the highly purified lanolin products available on the market are no more sensitizing than any other drug substance. However, wool fat was omitted from white ointment U.S.P. and from zinc oxide ointment U.S.P. because some dermatologists observed reactions to it.

A careful review of the subject will reveal that today we have literally dozens of lanolin products available, some duplicates, but each with a purpose in mind and a reason for its existence. Lanolin and its homologs have unusual emollient action and when absorbed by hard or chapped skin exerts a rapid softening action. In fact, small proportions of lanolin or some of its fractions when added to non-emulsifying oils such as liquid petrolatum or petrolatum enables them to emulsify

---

*Associate Professor of Pharmacy, University of Maryland

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for a "coke" or a "cup of joe",
you boost the unit sale
with a package of Austin's.
And Austin quality brings 'em
back again . . . brings you
more profits, faster!

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large proportions of water which they ordinarily would not.

One producer of lanolin and wool fat products lists the following grades as being used in twenty widely different industries: prime lanolin anhydrous U.S.P., cosmetic lanolin anhydrous U.S.P., pharmaceutical lanolin anhydrous U.S.P., lanolin hydrous U.S.P., technical lanolin anhydrous, neutral wool greases, degras, and absorption bases.

Another producer states that the uses of wool wax (lanolin) have sprung from the peculiar composition of this substance. And a further statement is made that wool wax owes its special properties and hence its versatility to the chlesterol content. Consequently, this producer markets a half-dozen or more products containing various percentages of cholesterol as well as mixtures of closely related compounds.

Recent investigations have revealed that a deficiency in the water content, rather than a deficiency of natural oils, is responsible for dryness and brittleness of skin. A great number of materials have been studied to determine what influence they would have on the rate of moisture loss from the skin. Lanolin had as great an effect on retarding the rate of moisture loss as did most of the non-surface active materials studied. This is possibly due to its ability to form an occlusive film and preventing or lowering the evaporation rate of water from the skin.

The following is a partial list of some important commercial products of wool fat, its derivatives or modifications that are available:

ACETULAN[6]
ALCONLAN[1]
AMERCHOL-CAB[1]
AMERCHOL-H9[3]
AMERCHOL-L101[4]
AQUAPHOR[1]
CERALAN[2]
CREMBA[3]
DASTAR[2]
ETHOXYLAN[7]
EUCERIN[1]
FALBA[1]
HARTOLAN[1]
HEMBROL[4]
HYCHOL[2]
HYDROPHIL[1]
ISOCREME[3]
ISO-LAN[4]
ISOPROPYLAN[8]
KATHRO[2]
KEROHYDRIC[5]
LANFRAX[1]
LANOGEL-31[7]
LANOGENE[4]
LANOSOL[9]
LANTROL[4]
MODULAN[6]
MODIFIED LANOLIN G-441[7]
POLYCHOL[7]
PROTEGIN-X[1]
RICILAN-A[10]
SOLULAN-98 [7]
SORBOTEX[1]
VISCOLAN[5]
WAXOLAN[11]

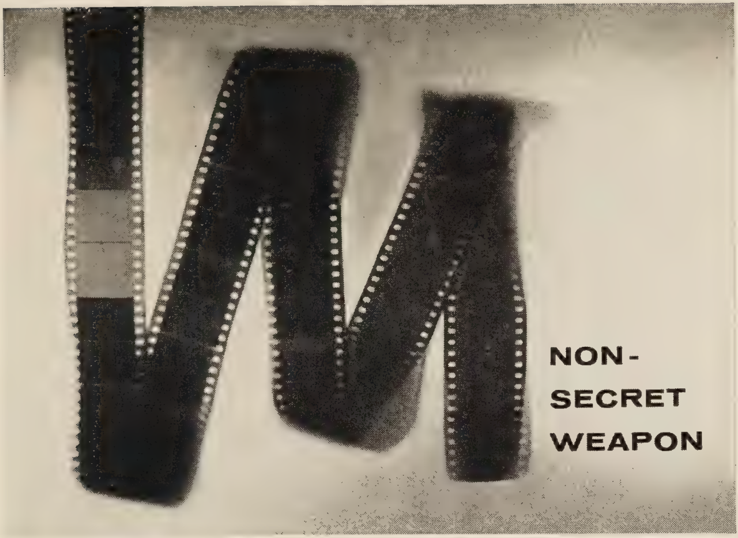
The following pharmaceutical products have been reported as containing some of the aforementioned lanolin compounds:

BABY LIQUID CREAM [a]
DERMASSAGE [b]
LOWILLA EMOLLIENT [c]
PYROGEL EMULSION [d]
SEBULEX[c]

---

[1] mixed alcohols (absorption bases)
[2] high cholesterol content
[3] blend of alcohol and ester fractions
[4] liquid or semi-liquid
[5] de-waxed lanolin
[6] acetylated lanolin
[7] water soluble
[8] lanolin w/isopropyl alcohol
[9] suspension lanolin w/mineral oil
[10] lanolin w/castor oil
[11] hard wax fraction from lanolin

[a] modified lanolin
[b] water-soluble lanolin
[c] de-waxed lanolin
[d] Amerchol H-9



Now, right when you need it most, Youngs gives you a strong weapon against non-drug competition. It's our film, "Today's Horizon in Health," and it's available to you free of charge, along with full projection service, for showing to your local service and fraternal organizations.

Step-by-step the film shows the manufacture, control, testing and hygienic packaging of Trojans. Throughout, the film stresses the fact that the entire line is sold in drugstores only. From beginning to end, you, the druggist, are shown as a prime defender of community health, along with the doctor, the dentist and the nurse.

The film proves that the ethical manufacture of prophylactics is vital to community well-being. It traces better public health directly to the sale of such professional products through one professional source—your drugstore.

Running about 23 minutes, "Today's Horizon in Health," is eminently suitable for showing to civic groups of all kinds. Write us for full details, and we'll be glad to put this powerful public-relations weapon in your hands.

PROFIT PROTECTION • PRODUCT PERFECTION •

TROJANS

YOUNGS RUBBER CORPORATION

SOLD ONLY IN DRUGSTORES SINCE 1926

• T.A.M.P.A. TATTLER •

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MARYLAND PHARMACEUTICAL ASSOCIATION 1958-59

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Volume 17 **MARCH, 1959** **No. 8**

TAMPA NEWS

TAMPA honored its past Presidents at the monthly luncheon held Saturday, March 7, at the Park Plaza. The attendance at this meeting was again excellent and there were 15 men present who had served as president over the years.

The oldest (in point of service, of course,) was everybody's friend, Charley Armstrong. The youngest (once again we're speaking in terms of year of service), was genial George Teass. Sandwiched inbetween these two "end men" were, Ken Love, Tom Hoy, Henry Goldscheider, Norris Busick, Harry Zears, Lou Rockman, Walter Vogel, John Crozier, Bill Gehring, Tom Kelly, Joe Hugg, Bernie Ulman, Jr., and Larry Rorapaugh.

Tom Kelly was chairman for this affair and as we have all come to expect, did his usual excellent job. He set the theme for the affair in a light vein, highlighted by Irish jokes, featuring the lovable characters, Pat and Mike. Not to be outdone, Tom Mullen and Al Heydemann contributed a few "gems" also.

The "past presidents" were all presented a gold-toned tie clip with a shield emblem and the inscription "T.A.M.P.A. Past President" thereon. That these awards meet with hearty approval has already been established. Between the time they were awarded and this article was written, several have been observed on proud display by their recipients. Harry Zears took the opportunity to speak for all past presidents and expressed thanks to the present administration and to the membership at large.

The following were voted to membership in T.A.M.P.A.

Dominic Capuano with	Delvale Dairies
Clyde W. Woodward .	Delvale Dairies
John Y. Crow	Delvale Dairies
David McCormick —	Eversharp Schick

NOTICE

"The Maryland Pharmacist" is mailed directly by the printer. Every effort is made by the Association and the printer to avoid errors in the mailing list. In case you are not receiving your copy of the journal, or are receiving more than one copy, please notify the Association office.

NOW YOU CAN SERVE HOT IN-FRA-RED TOASTED SANDWICHES WITHOUT EQUIPMENT OR LABOR COST!

A NEW NATIONAL SERVICE, Stewart In-Fra-Red, Inc., will provide you with a Stewart In-Fra-Red cookery and fresh cellophane wrapped sandwiches delivered regularly to your store. Placed in the cookery, the sandwiches are toasted in three minutes by modern efficient in-fra-red cooking. You serve the sandwiches to your customers sanitarily wrapped in cellophane.

WHAT DOES THIS COST YOU . . . NOTHING . . . not one penny for equipment, lease, or hidden charges. All you do is purchase a minimum of sandwiches each week (the quantity decided by you). Your Stewart In-Fra-Red Commisary furnishes you with the attractive Stewart In-Fra-Red Cookery and delivers fresh sandwiches of choice ingredients made with the complete approval of your Board of Health. Attractive metal menu signs also furnished.

THIS NEW IDEA . . . originated by Stewart In-Fra-Red, Inc., . . . is in over 15,000 fountain and food service concerns in cities from coast to coast. Every Stewart In-Fra-Red Commisary is an established local business. You may consult your Chamber of Commerce, Dun and Bradstreet, and Better Business Bureau.

Call or write for a free demonstration:

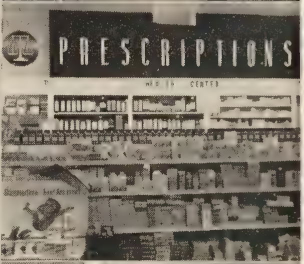
Stewart In-Fra-Red Commissary
360 SOUTH DUKELAND STREET
BALTIMORE 23, MARYLAND
GIlmor 5-4129

Problem:
How to Turn Problem Areas into Profit Areas

Solution:
Consult Gilpin's Store Promotion and Equipment Dept.

Prescriptions

● ● ● ●


PRESCRIPTIONS

Is every square foot of your pharmacy pulling its weight in profit? Is your store front attracting business...or scaring it away? Is your store traffic flow set up for extra impulse buying? Are your displays designed for high-profit merchandising? Or—if you're thinking of a new store, will it reflect the newest thinking in store management and design?—will it take advantage of every square foot of space? —will it reflect the personality *you* put into your store?

These are the kinds of questions every pharmacist must face squarely, for they make the difference between profit and loss. There is no room in the modern pharmacy for unproductive areas.

Because sound pharmacy planning is a highly specialized art, each Division of The Henry B. Gilpin Co. maintains its own full-time Store Promotion and Equipment staffs. Services are available to all pharmacists at nominal cost. The results of some of their work may be seen on this page and in the profit ledgers of new stores they have designed or old stores they have remodeled. Whatever your design problem, you'll do well to call Gilpin.

The Henry B. Gilpin Company

Full Line, Full Service Wholesale Druggists Since 1845

BALTIMORE • NORFOLK • WASHINGTON

-: NEWS ITEMS :-

L.A.M.P.A. CELEBRATES FIFTH ANNIVERSARY

The Annual Luncheon and fifth birthday of the Ladies Auxiliary of the Maryland Pharmaceutical Association was celebrated at the Park Plaza Hotel on February 28th. The occasion was marked by a delicious luncheon and an enjoyable afternoon of entertainment.

The Spring-like day brought out L.A.M.P.A. members and guests in all their splendor. Glamorous were the ladies in their beautiful hats and outfits. Spring was bursting out all over—in high fashion of course.

Our charming president, Lee Cooper, welcomed everybody in her usual gracious manner. Past presidents Dorothy Austin, Rose Weiner, Olive Warfield and Eva Block were recognized and honored.

Miss Elizabeth Packard, of the Walters Art Gallery, ably assisted by Mrs. Lucille Leatherman, presented the "Glass of Fashion". The colorful slides and beautiful jewelry were indeed a thing to behold. This was augmented by a Fur Fashion Show through the courtesy of Peltz Furriers. Our own Lovely ladies served as models and Dorothy Austin did an expert job as commentator.

We are grateful to Alberta Neun for the beautiful table decorations and to Ernestine Stiffman for the efficient manner she handles any situation.

Orchids are in order to Chairman Camilla Ogrinz, Co-chairman, Ethel Raichlen and their hard working committee for arranging such an excellent affair.

The attendance was the largest yet. To those who missed the 1959 L.A.M.P.A. Luncheon, put this gala anniversary event on your calendar for next year.

GILPIN ANNOUNCES PROMOTION OF WILLIAM H. HARRISON TO DIRECTOR OF TRADE RELATIONS

William H. Harrison has been appointed Director of Trade Relations as recently announced by Mr. James E. Allen, President of The Henry B. Gilpin Company. Mr. Allen stated that Bill Harrison has been selected for this important post because of his proven record in the area of assistance to Gilpin's retail pharmacy customers in the progressive development of their business and the practice of pharmacy. Bill Harrison has demonstrated a real concern for the future success of the retail drug store, constantly alert to new opportunities and methods that assure their business success. In addition to this company-wide responsibility, Bill Harrison will direct the Gilpin Customer Service Program from the Baltimore and Delmarva Divisions.

Today, as always, the Benzedrex® Inhaler may be sold freely in your state without prescription

- The 'Benzedrex' Inhaler contains no amphetamine, natural or denatured.
- The active ingredient in the 'Benzedrex' Inhaler is propylhexedrine, a long-acting and effective nasal decongestant.
- Propylhexedrine has almost no stimulating effect. Oral doses, equivalent to the entire contents of a 'Benzedrex' Inhaler, have been administered to human subjects without causing central nervous stimulation.
- The 'Benzedrex' Inhaler is marketed only for the relief of nasal congestion. After nearly 10 years of heavy sales, use as an illicit stimulant has rarely been attempted.
- There are no legal restrictions on selling the 'Benzedrex' Inhaler in your state or any of the 49 states.

'Benzedrex' is not subject to the recent F.D.A. ruling or to any legal actions which concern the sale of amphetamine inhalers.

Smith Kline & French Laboratories, Philadelphia

NO ONE

Ever Outgrows the Need for

MILK

GET THE BEST . . . . GET . . . .

Sealtest
TRADE MARK
DAIRY PRODUCTS

MU lberry 5-3800

Right In Your Own Back Yard

LOEWY DRUG CO. INC.
EMERGENCY

- COMPLETE PHARMACEUTICAL DRUG LINE. Everyday delivery service, new product information cards with up-to-date dispensing information. All ethical drug houses represented.
- COMPLETE PROPRIETARY DRUG LINE. Current deal information, price changes, complete warehouse stocks, fast, turnover merchandise.
- PHARMACISTS SURGICAL SUPPLY. A complete line of surgical and sickroom items.
- COMPLETE GIFT COSMETIC AND SUNDRY LINE. Annual Holiday Gift Show.
- BUY BOOK: the most complete up-to-date buying guide available. Buy Book promotions are a planned series of sales events designed to build customer traffic.
- EMERGENCY PRESCRIPTION SERVICE. Around-the-clock emergency service for pharmacists in the Metropolitan area.
- WEEKLY DRUG DIGEST. The latest summary of sure changes, new products and current deals.
- TELEPHONE ORDER SERVICE DEPARTMENT. A fast, daily, efficient, and accurate order service by experienced personnel.
- LEGIBLE ORDER FORMS. Easy-to-read, easy-to-check typewritten forms accompany every delivery.
- BULMAN DESIGN AND MERCHANDISING SERVICE. World famous store engineering and layout facilities for building, remodeling, merchandising fixtures, profitable layout—inside and out.
- LOEWY MERCHANDISER. Regular sales and merchandising help on products and promotions.

LOEWY DRUG CO., INC.

"Professional Service for the Professional Pharmacist"

1120 NORTH CHESTER ST., BALTIMORE 13, MD.

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A.Ph.A. BALTIMORE BRANCH MEETING

"We hope an awareness of lost prescriptions' will bring an attack which may considerably improve the situation," Lee L. Gibson, Sales Vice President of Lakeside Laboratories, Inc., Milwaukee, said.

Mr. Gibson addressed the Baltimore Chapter of the American Pharmaceutical Association and faculty members and students at the new University of Maryland School of Pharmacy building on March 12th.

He appealed to pharmacists and students alike to play an active role in preventing the loss up to 30% of the prescriptions written by physicians.

Two studies form the basis of Mr. Gibson's remarks on the extent of the problem.

The first survey, he told the group, showed that in a test of four Southeastern cities a total of 31 out of 100 prescriptions thoroughly traced were found to be lost. Physicians, pharmacists and patients were interviewed.

Seventeen of the 31 lost prescriptions were traced in some way to the pharmacist. In four cases, the druggist had bottles with only a few pills; in five more, he had the drug in stock but didn't know it; in the remaining eight cases, he was actually out of stock.

The other 14 cases were attributed to the patient. In six instances, the patient "felt better" the next morning and didn't bring the prescription to the drug store; in three instances the drug store was closed and the patient never returned; in two, the patient recognized the prescription, didn't believe in the drug and threw away the prescription. The remaining three cases couldn't be traced.

According to the second survey, sales of the same drug rose 26% when pharmacists were sufficiently stocked. This second study was carried out in the North Central area, Mr. Gibson explained.

The researchers here detailed all pharmacists to encourage proper inventory levels. The sales increase, he said, is attributed directly to better inventory control.

The Lakeside executive asked the pharmacy group, "Do you think the unfilled prescription problem is a serious one in your own community? Is anything being done to find out for sure?"

Mr. Gibson said he was first made aware of the scope of the unfilled prescription problem by a newspaper report from Canada late in 1957 which read:

"A spot check made among local (Windsor, Ontario) physicians indicated that almost half of the prescriptions written are not filled."

Mr. Gibson stressed that solution of the unfilled prescriptions problem demands the efforts of all members of the health team. He declared:

"The manufacturer can help to cut down the number of unfilled prescriptions by a distribution policy which goes 'through the trade' for all his products, so that any drug is immediately available to the pharmacist from the local wholesale drug house."

The physician, he said, should be certain to "impress upon his patient the importance of the prescribed medication. In the case of new drugs which may be expensive, he is the one who can best explain their tremendous value in terms of shortened time of sickness and the general added safeguard to health which would not have been possible in previous years."

Mr. Gibson was introduced by Dr. Noel E. Foss, Dean, School of Pharmacy, University of Maryland. Francis S. Balassone, president of the Baltimore Branch of the American Pharmaceutical Association, presided.

CHECK UP BEFORE YOU SIGN UP

There have been reports of some pharmacists being solicited to join the "Travelers Discount Club of America, Inc." This organization seeks to sign

77th Annual Convention

MARYLAND PHARMACEUTICAL ASSOCIATION

in conjunction with the

Travelers and Ladies Auxiliaries

GALEN HALL

WERNERSVILLE, PENNSYLVANIA

June 29, 30 and July 1, 2, 1959

(with privilege to remain over the
4th of July weekend at Convention rates)

An Excellent Professional and Entertainment Program Has Been Arranged

---

RELAX IN MOUNTAIN RESORT COMFORT

MAKE PLANS NOW TO ATTEND THE M.P.A. CONVENTION . . YOU WON'T BE SORRY

up members throughout the country who would pay membership dues and then be eligible to patronize stores listed in a booklet and receive a 10% discount. Store owners would give members a 10% discount in return for the privilege of being listed in the booklet.

This scheme is not only unprofessional, but seems to be a possible conflict with Fair Trade.

Beware of solicitations in person or by mail—check with the Association Office or the Better Business Bureau. It is better to be sure than to be sorry. Don't fall victim to "fast-buck" schemes that rarely materialize.

YOUNGS RUBBER LAWSUIT CHARGES TRADE TRICKERY

Youngs Rubber Corporation, pioneer in the drugstore-only prophylactic sales movement, has filed a suit in the U. S. District Court at Chicago against National Sanitary Sales, Inc., Dean Rubber Co. of Chicago, Inc., their companies' president Paul Paradise, and Dean Rubber Manufacturing Co. of No. Kansas City, Mo. The defendants National Sanitary Sales and Paradise are distributors of prophylactics through automatic coin-operated machines and other non-drugstore outlets such as gas stations and taverns.

The Complaint demands $500,000 actual and punitive damages and petitions for a permanent injunction against certain unfair trade practices. Youngs alleges that the defendants in conspiracy acquired a quantity of its "THINEX" export brand of rubber prophylactics intended for the foreign market, and packaged or caused the diverted goods to be packaged in variously trade-marked containers. Pharmacists were then falsely informed that these were Youngs vending machine or non-drugstore merchandise. The court papers further charge that the plan of the defendants was an intentional and malicious scheme to cast doubt upon Youngs well known drugstore-only sales policy among druggists.

Youngs also claimes that this and other fraudulent propaganda were spread among drugstores in part by agents and salesmen representing franchised distributors of Dean Rubber Manufacturing Co. in various parts of the country. Additional charges of the Complaint assert that Dean Rubber Manufacturing Co. maliciously misrepresented excerpts from a Federal Trade Commission proceeding in which Youngs successfully defended its drugstore-only method of selling.

In 1930 Youngs Rubber Corporation legalized the distribution of prophylactics as health supplies through pharmaceutical and medical channels in a famous federal court test case. Under the judicial principle then enunciated, there are now about 200 city and 20 state laws which for moral and ethical reasons confine articles of venereal prophylaxis to pharmacy.

Note THE ACTIVE INGREDIENTS in RESINOL OINTMENT

Resorcin, Oil of Cade, Prepared Calamine, Zinc Oxide, Bismuth Subnitrate and Boric Acid

Your knowledge of drugs tells you it's a combination hard to beat for the relief of minor skin irritation. Sell Resinol with confidence to comfort sufferers from the itching, burning and irritation of

Dry Eczema
For Itching about Rectum
Small Burns Chafing
Chapping Minor Sunburn
Itching of Ivy Poison

Order from your wholesaler

RESINOL CHEMICAL COMPANY
Baltimore 1, Maryland

Members

The better your DISPLAYS
The greater your SALES
The more your PROFITS

Effective Display Benefits Everyone.

You cannot over-estimate the value of your store's window space. Your window must put up a brilliant front with which to arrest and compel the attention of the passer-by. It must reflect brightness, cleanliness and interest.

Window displays should

(1) Attract the attention of the passer-by.
(2) Arouse his interest.
(3) Create desire (customer or spectator considers desirability and cost).
(4) Win confidence (customer gains faith in the product and in the store).
(5) Finally, compels the individual to buy.

Don't under-estimate the value of your drug-store windows—your window displays can SELL MORE ITEMS, LARGER SIZES, and relative merchandise.

CALVERT DRUG CO.
901 Curtain Ave.
BALTIMORE 18, MD.
HOpkins 7-3609

OWNED & CONTROLLED BY INDEPENDENT DRUGGISTS

Member
Federal Wholesale Druggists Association
of the
United States & Canada

PRESIDENT'S MESSAGE
BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION

Dear Fellow Pharmacists:

I want to take this opportunity to thank those who attended the 43rd Annual Banquet of the Baltimore Metropolitan Pharmaceutical Association for their support. It was indeed a gala occasion. More than 700 attended. All seemed to have a good time. The Banquet Committee, headed by Gregory W. A. Leyko, did an outstanding job in making this the most successful Banquet in the history of the Association. I am deeply grateful to them for their hard work and to all the contributors for their generosity. The latter were listed in the Banquet Program and have been thanked individually.

On March 12th, the Association held a Fair Trade Mass Meeting at the Kelly Memorial Building. The meeting room was filled to capacity. Spokesmen representing the jewelers, hardware dealers, photographic supply dealers and retail gasoline dealers, pledged their support to the cause of Fair Trade both on a State and National level. Philip Jehle, Washington Representative of the National Association of Retail Druggists, addressed the assembly as did Simon Solomon, Chairman of the Fair Trade Committee, and Secretary Joseph Cohen, who also acted as Chairman of the Meeting. This meeting served as a pep rally to oppose the Fair Trade repealer bills which had been introduced in the Legislature. It inspired a trek to Annapolis on March 18th by more than 500 proponents of Fair Trade to attend a committee hearing on the repealers.

I am happy to report the attempt to repeal Fair Trade failed, thanks to the excellent testimony given by the various spokesmen in favor of Fair Trade, and the group that took the time to go to Annapolis in protest of repeal. Both bills died in committee.

Now is the time to rally to the cause of National Fair Trade. Write to all the members of the Maryland Delegation in Congress favoring the passage of H.R. 1253 and S. 1083. Special letters should be directed to Congressman Samuel N. Friedel on H.R. 1253 and Senator John Marshall Butler on S. 1083. Congressman Friedel is a member of the House Interstate and Foreign Commerce Committee and Senator Butler is on the Senate Interstate and Foreign Commerce Committee. Both committees are considering their respective bill.

We can not afford to be complacent about Fair Trade—it is too important.

Sincerely,

HERMAN B. DRUKMAN,
President

DRUG FAIR APPOINTS INDUSTRIAL ENGINEER

Allan Lisse has been appointed as industrial engineer for Drug Fair.

Milton L. Elsberg, president of the Washington metropolitan area drug chain, announced that Lisse had been named to supervise handling of numerous problems arising with the organization's rapid expansion program.

Lisse holds degrees in industrial engineering from Syracuse University, and in pharmacy from the University

1909 - - - 1959

OUR FIFTIETH ANNIVERSARY

Our entire organization extends greetings to you for the year . . . 1959 . . . and wishes to thank the pharmacists of Maryland for their loyal support and most valued patronage over the years . . .

TAFT, WARREN & TAFT, INC.

ESTABLISHED 1909

122-124 South St. ● **Baltimore 2, Md.**

SAM COHEN, President
SCOTT M. PHOEBUS
RALPH HERMAN
LOUIS COPELAND
EUGENE FRISHMAN
MARIAN FRISHMAN
STEPHEN ROSENSTEIN
LUCILLE MILBOURNE

of Maryland. He has had experience as a pharmacist with the Read Drug and Chemical Company, and with Drug Fair.

He is a member of the American and the Maryland Pharmaceutical Associations, and of the American Institute of Industrial Engineers.

INTERNSHIPS IN PHARMACY THE JOHNS HOPKINS HOSPITAL

The Johns Hopkins Hospital, in cooperation with the Graduate School and the School of Pharmacy of the University of Maryland, announce that internships in pharmacy are open to a limited number of 1959 or other recent graduates of recognized schools of pharmacy. Appointments are for a period of twenty-two months beginning September 1, 1959. During twenty months interns devote one-half time to hospital pharmacy training and one-half to graduate study. Full time training in the hospital pharmacy is required for two months during the summer of 1960. Four weeks of vacation are allowed during the term of appointment. Upon satisfactory completion of the internship and the course of study, Master of Science degrees are conferred by the University of Maryland and Certificates of Internship are awarded by The Johns Hopkins Hospital.

A stipend of $200.00 per month is provided by the hospital. The University of Maryland makes a reduction of 25% in tuition fees. The full graduate tuition is $12.00 per semester hour and thirty semester hours of work are required for the Master's Degree. In addition, there is a $10.00 matriculation fee and a $10.00 diploma fee. Complete information regarding curricula appears in the catalog of the School of Pharmacy, a copy of which may be secured by sending a request to the School of Pharmacy, University of Maryland, 636 West Lombard Street, Baltimore 1, Maryland.

Opportunity is offered for well-rounded practical experience in hospital pharmacy administration, pharmaceutical manufacturing, prescription compounding, dispensing, and in the preparation of sterile solutions and other sterile products. The facilities of the Welch Medical Library of The Johns Hopkins University and the libraries of the University of Maryland are available. Off duty hours are so arranged that one intern is on call to take care of emergency orders when the hospital pharmacy is closed.

During the term of appointment, interns may be invited to attend, at hospital expense, meetings and conventions conducted in this area of the country.

Interns may live at the hospital or, if they prefer, they may rent nearby rooms or apartments. Rooms in the hospital residences rent for $40.00 per month. Meals may be purchased for a nominal sum in the hospital dining rooms.

Regulations regarding the personal conduct and habits are those established by the Director of the Hospital for interns on other hospital services.

There is no formal application blank under this program, but applicants must submit a statement giving full details as to date and place of birth, citizenship, health, marital status, education and pharmaceutical experience together with a small recent photograph. An official transcript of the applicant's college record is required. The applicant should ask the dean and two other members of the faculty of his college to write to the Director giving their estimates of the applicant's personality and fitness.

Letters of application and other required information should be forwarded to Russell A. Nelson, M.D., Director, The Johns Hopkins Hospital, Baltimore 5, Maryland, not later than May 1, and appointments will be announced on or before June 1, 1959.

DO YOU BELONG?

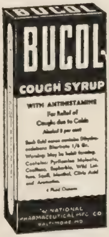
JOIN THE MPA NOW!

When good fellows get together — it's the Cocktail Lounge or Mallard Bar of the

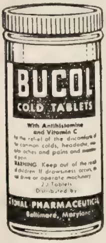
HOTEL *Emerson*

WILLIAM E. STUBBS, Jr.
V. P. and Genl. Mgr.

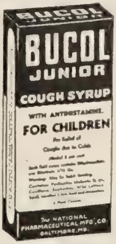
The BUCOL Twins Are Now A Trio!


BUCOL
BUCOL
COUGH SYRUP
WITH ANTIHISTAMINE
THE NATIONAL PHARMACEUTICAL MFG. CO.
BALTIMORE MD.

FTM $ .98


BUCOL
COLD TABLETS
With Antihistamine and Vitamin C
NATIONAL PHARMACEUTICAL
Baltimore, Maryland

FTM $ .89


BUCOL JUNIOR
BUCOL
JUNIOR
COUGH SYRUP
WITH ANTIHISTAMINE
FOR CHILDREN
THE NATIONAL PHARMACEUTICAL MFG. CO.
BALTIMORE, MD.

FTM $ .69

WE HAVE ADDED BUCOL COLD TABLETS
WITH ANTIHISTAMINE
TO THE BEST COUGH SYRUP TWINS ON THE MARKET!

THE NATIONAL PHARMACEUTICAL MFG. CO.
BALTIMORE 2, MARYLAND

PRINCE GEORGES—MONTGOMERY COUNTY ASSOCIATION NEWS

Paul Reznek

Newly elected officers of the Prince Georges - Montgomery County Pharmaceutiacl Association elected at the March meeting will be installed at an outing and buffet dinner to be held at the Indian Springs Country Club Tuesday evening, April 14, 1959. Sam Latona of Mt. Rainier Pharmacy was elected President, succeeding A. W. Braden of Silver Spring. Other officers elected are Herman Taetle, 1st Vice President; Les Brunnett, 2nd Vice President; Robert Sinker, 3rd Vice President; Jerry Dechter, 4th Vice President; Nick Vicino, Secretary, and Stanley Newhouse, Treasurer. To the Executive Committee: James Parker, Mel Sollod and Jack Williamson.

The Association was well represented at the Fair Trade Committee meeting in Annapolis, March 18th. A group went by bus furnished through the courtesy of District Wholesale Drug Corp.

How about an inter-association bowling league? Under the leadership of Eddie Gelb plans are being made to organize a team.

An inspiring, go-getting talk by Sam Dripps, Manager of Parke Davis, Baltimore Branch, featured the March 10th meeting held at the Silver Spring Hot Shoppe. Standing Room only signs were out and portend more activity on the part of the membership.

Alpha Zeta Omega Pharmaceutical Fraternity will honor David I. Estrin, President of District Wholesale Drug Corporation of Washington, D. C., with a testimonial dinner on Sunday, April 12th at Indian Springs Country Club for his twenty-five years of dedicated service to the profession of Pharmacy.

Mt. Rainier Pharmacy and Hillandale Pharmacy are in the midst of remodeling their "up front departments."

Alpha Zeta Omega, Pi Chapter, Pharmaceutical Fraternity presented to the George Washington University School of Pharmacy an oil painting of Dr. W. Paul Briggs at their recent scholarship dinner. The painting will be hung in the Pharmacy Building.

Dr. Packett of Packetts Lake Pharmacy reports of a recent visit through Virginia that the small town stores are showing a spirit of rejuvenation, remodeling and keeping up with the crusades sparked by Dr. Robert L. Swain in his editorials.

CANCER AN INCREASING PROBLEM

Although great progress has been made recently in cancer research and treatment, this disease constitutes a "steadily increasing health problem" in this country, Health Information Foundation reported.

In its monthly bulletin, *Progress in Health Services*, the Foundation pointed out that more than 250,000 Americans died of cancer last year. The present death rate is about 60 per cent higher than the 1900 rate. During the last half-century cancer has risen from seventh to second leading cause of death.

Certain types of cancer—notably leukemia and cancer of the respiratory system—have become steadily more important causes of death in the last 25 years, the Foundation report stated.

On the other hand, cancer of the digestive system has shown a relative decline during the same period, although it still kills more people than any other type of cancer. Cancer of the digestive system caused half of all the cancer deaths in 1930, but only one out of three such deaths in 1958.

Another cancer trend noted by the Foundation is a shift in the sex ratio. Early in the century more of the cancer victims were women, but the male mortality rate now exceeds the female by 22 per cent.

The mortality rate for women has been declining since the 1930's. In contrast, said the Foundation, male mortality from cancer has continued

OREOLE PROVES
your customers, not you,
pay for your air conditioning.

CUSTOMERS CALL OFTENER
stay longer, buy more

BUSINESS INCREASES
up to 40%

EMPLOYEE
efficiency
increases

YOU CAN BE SURE . . . IF IT'S Westinghouse
SURE OF MORE BUSINESS—MORE PROFITS

SPECIAL
Spring
prices
and
Special
terms to
druggists.

Always call
EDmondson 6-1000

The
OREOLE
Refrigeration Co.
2308-10 FREDERICK AVE.
BALTIMORE 23, MD.

to rise—"in part because of the rapid rise of respiratory cancer among men, but also because in general cancers afflicting males more often occur in less accessible sites."

George Bugbee, Foundation President, commented that "although cancer is an increasingly serious health problem for the population as a whole, the prospects for the individual cancer victim are brighter today than ever before.

"Whereas a few years ago only one cancer patient out of every four survived for five years or more, now the record shows one of every three so surviving. Thanks to modern methods of treatment, an estimated 150,000 individuals were saved from cancer deaths last year."

The picture would be brighter, Mr. Bugbee continued, if more people saw their doctors for regular checkups so that the disease would more often be diagnosed in its early stages. He cited a recent survey, sponsored by the Foundation and conducted by the University of Chicago's National Opinion Research Center, which showed that 45 per cent of the persons in the 65-and-over group had not had a medical checkup for five years or more. A quarter of all the older people had never had such an examination. Yet more than half the cancer deaths nowadays occur among people in this age group.

"Medical knowledge has advanced so much recently that the public has reason to expect that better ways of diagnosing and curing cancer will soon be found," Mr. Bugbee added. "For the foreseeable future, though, the main hope for any individual lies in early detection of the disease. The person who fails to consult a physician regularly is depriving himself of the benefits modern medical science could give him."

GLAUCOMA CARDS

An identification card that can be carried by persons suffering from the eye disease, glaucoma, is now being distributed by Abbott Laboratories and the National Medical Foundation for Eye Care.

Printed as a public service project by Abbott, the cards serve the same purpose as the familiar identification cards for diabetes. They protect the patient who is away from home, or in any situation where it is useful for a physician to know that the disease is present and how it is being treated.

The card carries the name of the patient and of the ophthalmologist caring for him as well as the medicaments being used. Such information can be vital in glaucoma therapy, where it is especially dangerous to interrupt prescribed medication. In addition, the card can denote the prescription for spectacles in the event lenses are broken away from home.

Glaucoma cards may be obtained by writing to Professional Services, Abbott Laboratories, North Chicago, or to the National Medical Foundation for Eye Care, 250 West 57th St., New York 19.

GILPIN ORGANIZES FOR A BIGGER DRUG BUSINESS

The Henry B. Gilpin Company announced a move to program a new and bigger Gilpin service to manufacturers and retailers. This program was conceived to move a larger bulk volume of products to consumers through retail drug stores served by the four Gilpin wholesale drug houses in Baltimore, Dover, Norfolk and Washington, supplying the East Coast market from Pennsylvania to North Carolina. In addition to more point-of-consumer purchase merchandising plans, Gilpin will broaden its service to fill the wide growing need of the retail pharmacy in a new consumer marketing area.

Divisions of specialization have been established for better management of the new Gilpin program. Mr. Allen, President, announced the appointment of Bernard A. Appel to Director of Finance; R. B. Duncan to Director of

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Operations; Joseph P. Fitzsimmons to General Sales Manager; William H. Harrison to Director of Trade Relations; William T. Atkinson to Merchandising Manager; L. Scott Grauel to Field Sales Manager of the Norfolk Division; James E. Carr to Field Sales Manager of the Washington Division; and James W. Roberts, Jr. to Operations Manager of the Norfolk Division.

Included in the Gilpin plan will be greater emphasis on the use of scientific display equipment for recommendation to retailers, designed to stay ahead of big city store keeping, where the display is competing with clerking on a 15 to 1 basis. Gilpin Store Promotion and Equipment Department personnel are making a more concerted search for the best possible equipment at the lowest cost, performing this important job which the individual retailer is not equipped to do for himself if his greatest potential is to be achieved.

FOUR-FOLD SURGE IN ETHICAL DRUG SALES LINKED TO MAJOR MEDICAL BREAKTHROUGHS

Industry sales of prescription drugs will quadruple by 1975, reflecting "boundless medical advances in an era of unprecedented health."

This prediction was made by an executive of a leading New York pharmaceutical firm. He supported the forecast with charts and statistics from a study he conducted last year at Massachusetts Institute of Technology.

George B. Stone, manager of the J. B. Roerig division of Chas. Pfizer & Co., Inc., told the central region meeting of the Pharmaceutical Manufacturers Association they could expect ethical drug sales to pass the $2 billion mark in 1960. Manufacturers' sales of prescription drugs last year were about $1.8 billion.

His predictions assumed this timetable of major medical breakthroughs:

A cancer cure by 1965.

A heart disease drug or series of drugs by 1962. By the year 2,000 the 1953 rate of 5.03 cardiac deaths per 1,000 population will be cut in half.

Major new drugs for treating mental disease by 1962.

An effective vaccine for the common cold by 1962—at the latest. Administration and dosage would be about the same as the Salk vaccine—three initial injections with a "booster shot" every year.

An important breakthrough in rheumatism and arthritis diseases by 1962 or soon after. This would "mushroom the market" the way cortisone and its sister drugs did from 1950 to 1956.

In 20 years, he predicted, deaths from infectious disease will be "rare" in this country.

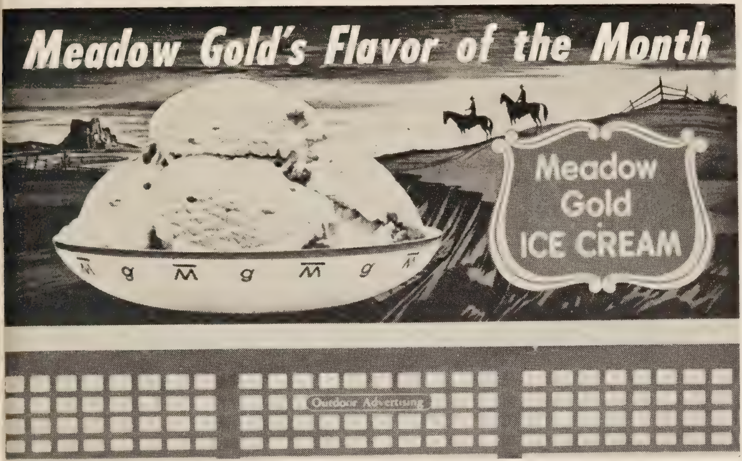
Assuming a major discovery in cancer treatment will be announced by 1965, he said, the cancer death rate may fall from an expected 1.55 per thousand in 1965 to 0.39 per thousand in 1975, parallelling the decline of tuberculosis from 1946 to 1956 after the discovery of streptomycin and isoniazid.

Unforeseen factors may affect expected research breakthrough and advance or retard the anticipated dates for new drug developments, Mr. Stone cautioned.

These advances, coupled with population growth and increasing life expectancy, he said, should bring sales by 1965 to $2.8 billion. In 1970 they would hit $3.8 billion. Then, with anticipated medical breakthroughs in cancer, heart, rheumatic, virus and mental diseases, the $5.2 billion mark might well be reached by 1975.

"Undue government regulations and actions in the future would undoubtedly affect research expenditures," he declared. He added: "Such an undesirable turn of events would in turn appreciably slow down the growth of the industry and the pace of drug discovery."

He pointed out that the drug industry expects to invest more than $190 million in research this year. He said the chance of success in pharmaceutical research is small compared to the amount of money and effort invested.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"While millions of dollars have gone into the search for antibiotics and while many hundreds were discovered and isolated," Mr. Stone said, "only slightly more than 100 have reached commercial development, of which only six can be said to have real market value."

Ethical or prescription drugs now outsell over-the-counter proprietary products, he said. The prescription drug market is growing much faster than the proprietary market, and may well account for more than 90 per cent of total drug sales by 1975, he asserted.

"The continued development of new and life-saving drugs has acted as a giant brake on the mortality rate," the Pfizer manager told the pharmaceutical manufacturers meeting. Drugs will continue to reduce the nation's mortality rate and add "useful and productive years to our lives."

"While the over-all U.S. death rate was falling from 11.55 to 9.36 per thousand in the 20-year period from 1936 to 1956, ethical drug sales expanded 15-fold, from somewhat more than $100 million in 1946 to $1.5 billion in 1956."

Mr. Stone was one of 36 executives in the country awarded Sloan fellowships for graduate study at the M.I.T. industrial management school last year. He was assistant to the president of Pfizer before his appointment as general manager of the Roerig division last July.

1958 NATIONAL PHARMACY WEEK DISPLAY CONTEST WINNERS

The Committee on Public Relations of the American Pharmaceutical Association has anounced the winners in the 1958 National Pharmacy Week Display Contest. The contest is divided into four areas of competition including retail pharmacy, public exhibits, pharmacy colleges, and hospitals and clinics.

In the retail competition the entries for each state were submitted to the respective state pharmaceutical association committees which had appointed such award committees. The winners of the state contests were then submitted to the national award committee.

Entries for the public exhibit, college, and hospital and clinic competitions were submitted directly to the national award committee. All entries in the national contest were judged by a subcommittee of the A.Ph.A. Committee on Public Relations which included J. Warren Lansdowne, Chairman, George F. Archambault and John A. Lynch.

The first three prize-winning entries in the retail pharmacy competition will receive cash prizes of $200, $100 and $50 respectively. Each of these winners, and the first-prize winners in each of the other three categories of competition, will be awarded a suitably inscribed plaque. All other winning entries in the national contest, as well as the winners in each of the state contests, will receive certificates of merit.

It is planned to make the awards in the retail pharmacy competition at conventions of the appropriate state pharmaceutical associations. Other awards will be made at the Convention of the American Pharmaceutical Association to be held in Cincinnati during the week of August 16.

Retail Pharmacy Award

The First Prize of $200 and a plaque is awarded to John Stadnik, Miami Springs, Florida.

The Second Prize of $100 and a plaque is awarded to Stanley Bishop, California Avenue Pharmacy, Palto Alto, California.

The Third Prize of $50 and a plaque is awarded to E. J. Ruppert, Lincoln Nebraska.

The following were awarded certificates of merit for displays in the retail pharmacy competition:

Morris L. Cooper, Cooper's Drug Store, Baltimore, Md.; Frederick D. Lascoff, J. Leon Lascoff & Son, Inc., New York, N. Y.; Charles Schreiber, Tell City, Indiana.

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WE MUST BE PHARMACY CONSCIOUS CONTINUOUSLY *

Pharmacy is the only profession in the health group which is practiced to any extent in an atmosphere of business.

This is not to say that physicians, dentists, and other medical practitioners are never motivated by the dollar value of their professional services. Recent surveys show quite the contrary, especially in group clinics and larger individual operations of medical specialists and hospitals. The business functions in these establishments is, of course, relegated to laymen who are hired for that particular purpose and, while such operations even display cash registers and other bookkeeping and accounting machinery, they manage to conduct this part of their activity away from the examining and treatment rooms.

While the business phase of Pharmacy does not become too obvious in institutional practice, it does stand out in wholesaling and retailing because the warehousing and large scale distribution of drugs combines merchandising techniques with varying degrees of professional services.

It becomes necessary, therefore, in retail pharmacies, which devote a very large share of their space to general business, to isolate the prescription department and the section devoted to dispensing pharmaceuticals without prescription, and let it be known that this section of the establishment is devoted to professional services of as high a quality in its field as is supplied in any other subdivision of the healing arts.

We have observed in recent years how prone are those, who would like to convince the public that retail drug stores do not give a worthwhile professional service, to picturing the pharmacist as nothing more than a selfish merchant. This becomes more evident during a legislative year, such as 1959, when state legislatures that meet only biennially have their sessions, and efforts are made to revise Pharmacy laws.

Again we are meeting the argument of those who wish to make any type of retail outlet a source for packaged drugs, that clerks in drug stores are not pharmaceutically trained and therefore no more competent to dispense packaged drugs than similar personnel in general stores. To these allegations there is only one satisfactory counter argument and that is to be able to say that everything pertaining to Pharmacy and pharmaceuticals, in a pharmacy, is handled directly by pharmacists. If this statement could truthfully be made in every state there would be much less opposition on the part of legislators to passing pharmacy acts, or to amending them, to provide that drugs and medicines must not be sold except by pharmacists.

It is the neglect on the part of many pharmacists to be continuously pharmacy conscious that has led to carelessness in the dispensing of drugs in pharmacies and also leads to failure on the part of legislators and others to evaluate the services of pharmacists properly.

Unless we are willing to assume all tasks which require professional supervision within the walls of our pharmacies, we do not stand on solid ground when we advocate that laws and administrative rulings should be passed and enforced which require exclusive dispensing of all drugs by pharmacists.

PUBLIC APATHY THREATENS POLIO GAINS

Recent progress against paralytic polio is threatened by the fact that only half of the U.S. population under the age of 40 has had the full series of Salk inoculations, Health Information Foundation declared.

In its monthly statistical bulletin, **Progress in Health Services,** the Foun-

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*An editorial by Robert P. Fischelis in the March 1959 issue of the Practical Pharmacy Edition of the Journal of the American Pharmaceutical Association.

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dation pointed out that the number of cases of paralytic polio rose in 1958 after declining each year since the introduction of the Salk vaccine in 1955.

"Public apathy about the injections may be an unfortunate result of scientific progress," said George Bugbee, Foundation president. "Recent advances against polio have been so striking that many people may look upon it as a disease of the past."

Up to a few years ago, the Foundation reported, "polio was a wide-spread and constantly increasing danger, and little could be done to control it." The number of cases in this country rose steadily through the first half of the century, reaching a peak of almost 58,000 in 1952.

With the coming of the Salk vaccine, however, the incidence dropped sharply, and in 1957 only 5,500 cases (including 2,500 paralytic) were reported. "The evidence is now overwhelming," said the Foundation report "that the full series of three or more Salk inoculations provides a high level of protection from paralytic polio."

"Provisional figures for 1958 indicate that the number of cases rose to more than 6,000 including 3,100 paralytic cases. Most of last year's victims were persons who had not been fully vaccinated, and local epidemics were concentrated among the less advanced socio-economic groups, where levels of vaccination were lowest.

"The major problem today is to bring the benefits of the Salk vaccine to the entire population, especially those under age 40," the Foundation stated. Estimates by the National Foundation for the end of 1958 indicates that 41 million persons in this age group had not been vaccinated at all, and an additional 16 million were incompletely vaccinated.

"Only 57 million—one half of the population of this age group—had had the full series of three or more shots. Vaccinations were distressingly few durring 1958. The need is sharpest at the preschool ages and at 20-39, where only 45 and 30 per cent, respectively, are fully vaccinated."

Medical authorities suggest that the Salk vaccine protects against polio for at least three years and possibly longer, the Foundation reported. Moreover, "no break in the safety of the vaccine has shown up since 1955."

Current research efforts cited by the Foundation include an attempt to develop a more powerful vaccine that can be taken by mouth. But "universal immunization" with even the present vaccine could signal "the virtual end of mankind's most destructive diseases."

PHARMACY HINTS

The part-time or relief pharmacist is still an important part of a great many pharmacies. Your chances of receiving maximum usefulness from the relief man depend to a great degree upon making sure he is kept thoroughly informed. Spend a little time with the relief pharmacist making sure he knows what new products come in, the location of new items, what price changes occured and discussing new product information.

A "new product" department is still absent from many pharmacies, but would make the informational task easier in all pharmacies. Maintaining files on new products and price changes also play a useful role. An adequate reference library, containing such books as Modern Drug Encyclopedia and Therapeutic Index (with bi-monthly supplements), American Drug Index (annually), and Pharmindex (monthly, with semi-monthly supplements), helps to solve the problem of keeping up-to-date with new products.

Having current information at your fingertips also enables you to provide immediate answers to physicians who are increasingly calling upon those pharmacists who **are equipped** to act as their therapeutic consultants.

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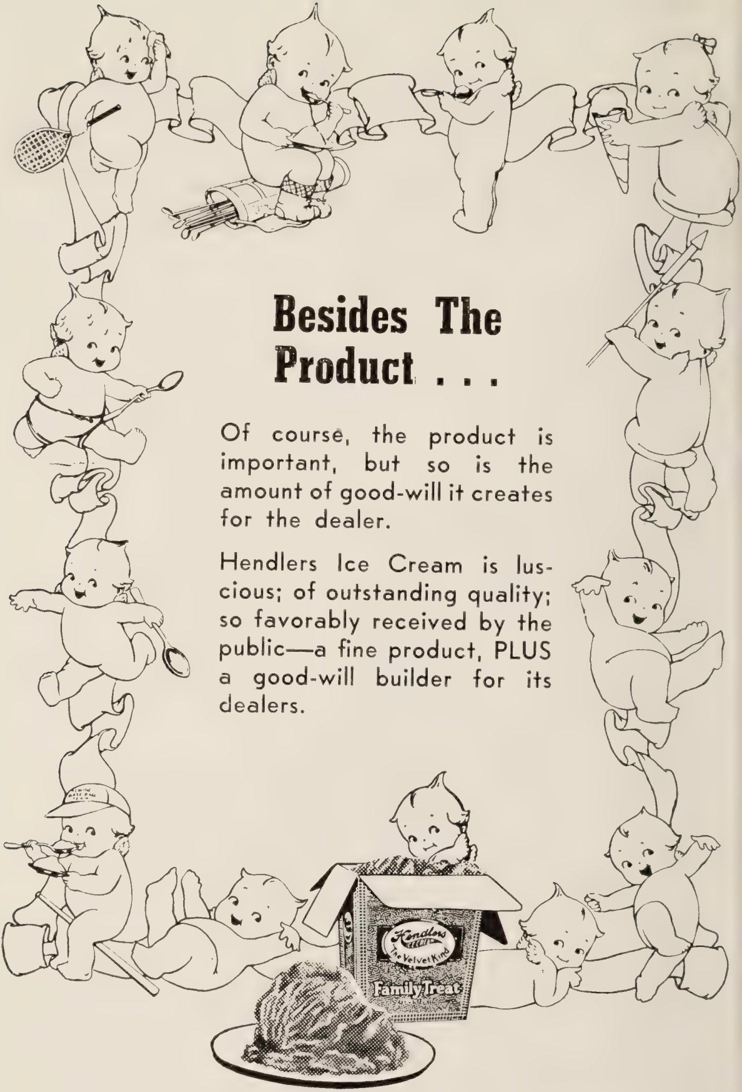
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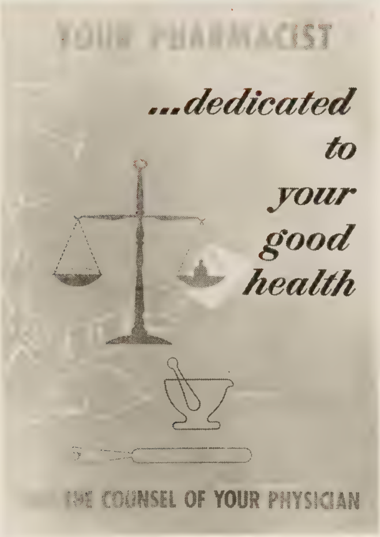
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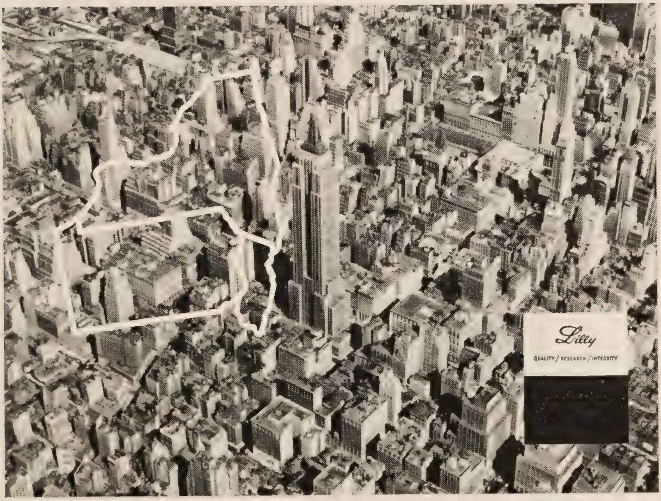

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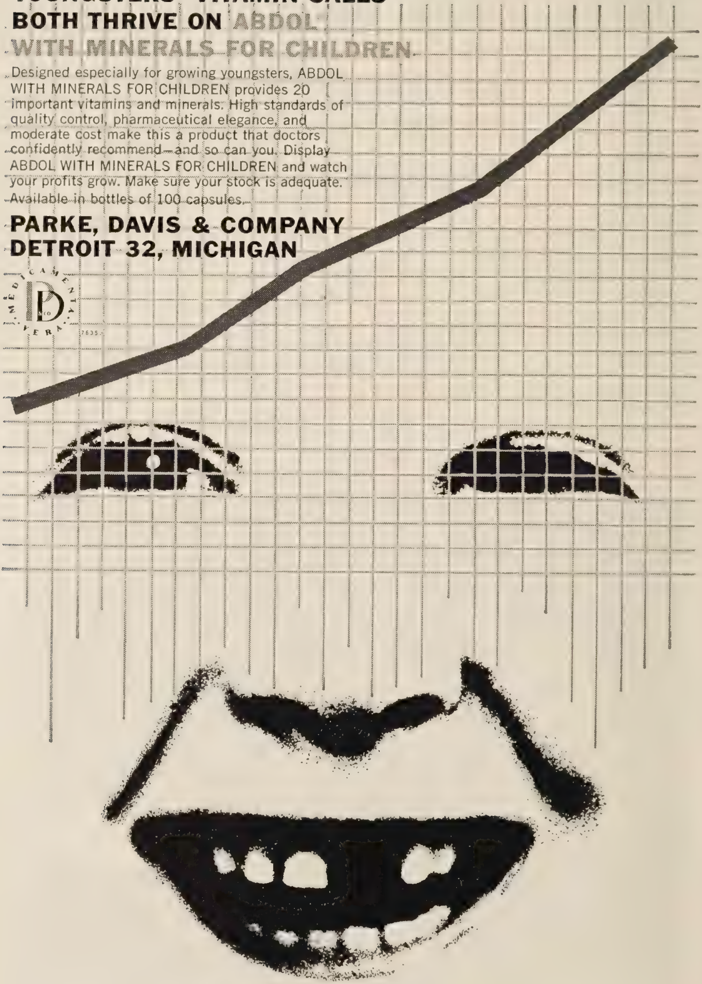

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... Editorial ...

WHAT ARE YOU DOING TO HELP PASS H. R. 1253?

We were very much distressed to learn that very few letters have been sent by the pharmacists of Maryland to members of Congress in support of the Harris National Fair Trade Bill, H. R. 1253.

Extensive hearings were held the latter part of March before the House of Representatives Interstate and Foreign Commerce Committee. Congressman Samuel N. Friedel, of the seventh Maryland Congressional district, is a member of this Committee. Simon Solomon was one of four practicing pharmacists selected nationally to testify on behalf of Fair Trade before the Committee. His statement was published in the March issue of "The Maryland Pharmacist."

The opponents of Fair Trade represent a strong group—discount houses, farmers' markets, certain cooperatives, labor unions and cut-raters in general.

The press, generally speaking, is outspoken against Fair Trade, although they practice price maintenance on their publications. Many of their declarations are deliberately one-sided, distorting the true facts and purpose of the principle of Fair Trade. Some have reported the pros and cons of the issue. Unfortunately we can not say this of the Sun paper. They are biased in their views and definitely opposed to Fair Trade on everything but their own papers.

You were not urged to put pressure on our Congressman before this time because of the attempt to repeal the Maryland Fair Trade Act during the recent session of the Maryland Legislature. Time was of the essence. The local situation demanded a concerted effort. Through the magnificent response of the pharmacists of Maryland, the drug wholesalers and other retail groups interested in economic survival, the attempt to repeal the Maryland Fair Trade Act was defeated.

Are we safe? When will the next attempt be made? That is difficult to predict. Shall we live in hope and die in despair? Wishful thinking is not the solution to the problem, nor do we dare be complacent. These are good times, but without Fair Trade, conditions can become chaotic overnight especially for the small independent business man.

We know that you have been harrassed by appeals to support Fair Trade. This Journal as well as all other drug publications have been devoting much space to this issue. But, frankly, what could be more vital to your very existence than Fair Trade if your pharmacy is your prime source of income?

At the present time, we are protected within the borders of our own State. The District of Columbia does not have Fair Trade and is a constant focal point of irritation to the Maryland area adjoining it. Many drug stores in Prince Georges and Montgomery Counties feel the impact of non-Fair Trade Washington. Residents of Maryland who are employed in Washington purchase their drug store needs in Washington at prices below Fair Trade minimums in force in Maryland. Also, shipments may be made from a non-Fair Trade area into a Fair Trade area, thus making every section of Maryland vulnerable to the price-cutter.

It is therefore quite obvious that National Fair Trade must be achieved regardless of the time and effort required to make it a fait accompli.

Please do not delay. If you have not written to the Congressmen of Maryland, do so at once. If you have written, accelerate your effort to get others to do so too. Get your employees to write. Solicit the help of friends and relatives as well as other business peo-

A thin plastic tube...
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MOUTH TO MOUTH resuscitation is recognized by leading authorities as the most effective lifesaving method.

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Johnson & Johnson recognized the importance of this simple lifesaving device and participated in the final research that led to the perfection of the RESUSITUBE® Airway.

This resuscitation tool is so valuable to the public health and safety that Johnson & Johnson is bringing it to the attention of doctors, rescue organizations, and the public through the press and advertising.

As the health center in your community, you can help spread the news of the RESUSITUBE®, as many other pharmacists are now doing.

By informing the public, you can not only help save some of the 50,000 lives needlessly lost each year through asphyxiation, but also identify yourself as the focal point for health information.

Johnson & Johnson

ple—the jeweler, the hardware dealer, the grocer, the gasoline dealer, and all others that want to make a fair profit on their investment and be assured of a reasonable livelihood.

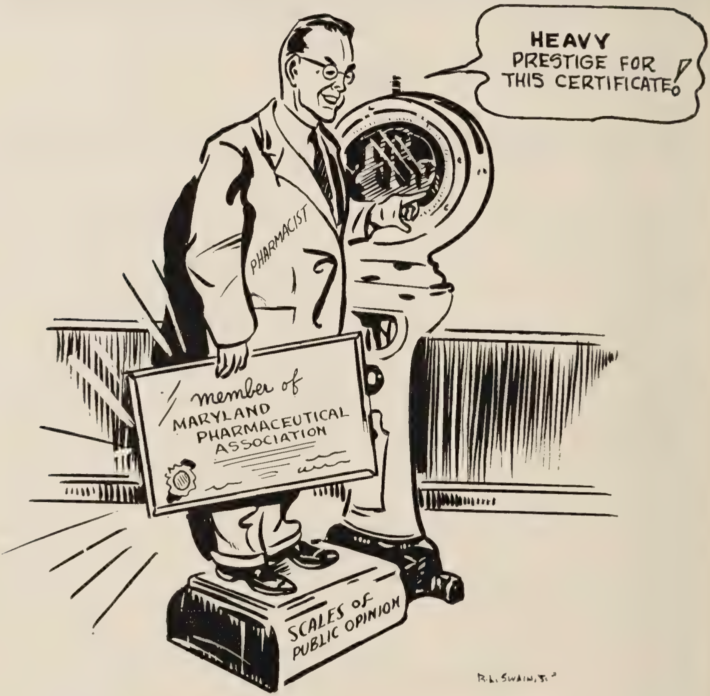
For your convenience, we are again listing the names of the Maryland members of the House of Representatives and the districts they represent. Address them as follows: Honorable . . . Congressman; House of Representatives Office Building; Washington 25, D. C. Dear Congressman . . . . .:

We would appreciate a copy of the letters you send for our files.

MEMBERS HOUSE OF REPRESENTATIVES

District

1. Thomas F. Johnson, Berlin.
2. Daniel B. Brewster, Towson.
3. Edward A. Garmatz, Baltimore.
4. George H. Fallon, Baltimore.
5. Richard E. Lankford, Annapolis.
6. John R. Foley, Kensington.
7. Samuel N. Friedel, Baltimore.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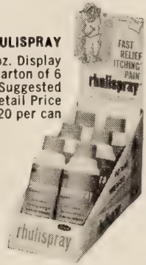

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PRESIDENT'S MESSAGE

PHARMACY—PAST AND PRESENT

Frank Block

It has been my privilege to have been associated with Pharmacy during the greatest revolutionary period it has experienced.

The Pharmacy of yesteryear was a very serene establishment where a pungent characteristic aroma filled the air, indicating the blending of roots, herbs and aromatics. Its physical aspects coupled with the understanding and meticulousness of the Pharmacist created an atmosphere of dignity, respectability and confidence. This confidence was well merited, because health needs were only part of the services extended, along with legal and marital advice—plus the role of arbitrator—and without realizing it the pharmacist was a sociologist, psychiatrist, analyst and confidant of the people he served.

The Doctor and Pharmacist were indeed a real team, working closely together with understanding and mutual respect, because in the realm of symptomatic medicine it was imperative that each gave of himself so that the patient could have the benefit of the best that was available.

The manufacturer and wholesaler, through their representatives and detail men, created a very wholesome liaison between the physician and the Pharmacist. Integrity and good will were the order of the day.

The economics of the time were basic to absolute necessities and anything beyond this was for the wealthy. Very few of the luxuries that we assume today as necessities had as yet appeared.

The First World War was responsible for a drastic change in the economy. People began to earn more money under the pressures of the conflict and unions became stronger and made themselves felt in the creation of specialized jobs. This brought on freer spending and keener competition for the consumer dollar. The Pharmacist began to include more and varied items to the front area of the store to attract more traffic and lessen his dependence on illness as a sole means of subsistence. This, also, attracted outside interests who recognized the potential of widely used items generally sold in a Drug Store and with the aid of apparently weak pharmacy laws degraded the professional phase of Pharmacy. Many operated as Drug Stores only because it enabled them to be open seven days a week, and the ℞ department was pushed into a cubby hole. Others did not even bother to become Drug Stores, but appeared, as was known at the time, as Pine Board Stores because of the cheap construction of their fixtures. Competition became keener and price cutting or cut-rate became the method of attracting consumers.

The expansion of Chain Drug Store operations and the invasion of outside interests in the field of Pharmacy created a terrific impact in the battle for the consumer dollar. The depression era which followed cut deeply into the existence of independent operators who were struggling with their backs to the wall. Every business was seeking advantageous appealing merchandise with which to attract customers and in more profitable areas so it could survive. Drug Stores expanded so rapidly into foreign fields until any resemblance to Pharmacy was strictly coincidental, and Pharmacy became the target and butt of jokes by every comedian and writer. The standards of Pharmacy were kept flying high by many dedicated to the Profession in serving the public with dignity and honesty in spite of the economic pressures.

The passage of a Fair Trade Bill relaxed the situation and everyone

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new!

The Physician's Medication for The Patient's Complaint of

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a frequent complaint

DONNAZYME therapy provides a multiple approach to treatment of functional GI disorders compounded by inadequate digestion: Antispasmodic action decreases spasm and hypermotility. Phenobarbital calms the patient and enhances the antispasmodic action. And digestive enzymes supplement the patient's own enzymes that may be diminished, especially in patients over 40.

DONNAZYME is getting intensive national advertising right now, and it will be detailed in your locality during the next few months.

Even now you can think of one or more of your nearby physicians who is going to be greatly interested in DONNAZYME . . . Better check with your wholesaler on the next call and get ready for those scripts!

formula: Each composite tablet contains the equivalent of one-half of a DONNATAL® tablet plus digestive enzymes.

In the acid-soluble outer layer —

Hyoscyamine sulfate	0.0518 mg.
Atropine sulfate	0.0097 mg.
Hyoscine hydrobromide	0.0033 mg.
Phenobarbital (⅛ gr.)	8.1 mg.
Pepsin, N.F.	150 mg.

In the enteric-coated core —

Pancreatin, U.S.P.	300 mg.
Bile salts	150 mg.

tablet-within-a-tablet

The special core-and-shell-construction of DONNAZYME allows the release of the natural belladonna alkaloids, phenobarbital, and pepsin in the stomach. Enteric coating insures the release of pancreatin and bile salts in the small intestine only, where they occur naturally.

packaging. Kelly Green DONNAZYME tablets are available in bottles of 100 and 500.

A. H. ROBINS COMPANY, INC.

Ethical Pharmaceuticals of Merit since 1878 RICHMOND 20, VIRGINIA Robins breathed easier. The Drug Store, however, had taken on a new look with many added departments, but with little regard for the ℞ Department.

The discovery of the sulfonamides and penicillin was the beginning of a new era for Pharmacy and Medicine. The key to specific treatment had been found and the door opened to a dream world of miracle and wonder drugs, with new hopes for people ravaged by disease. Pharmacy reacted somewhat reluctantly, but slowly and surely more emphasis was being placed on the ℞ Department.

The passage of the Robinson-Patman Bill which enabled the small business man to buy right and the Miller-Tydings Act (Fair Trade) which enabled him to sell right, created a healthy economic situation.

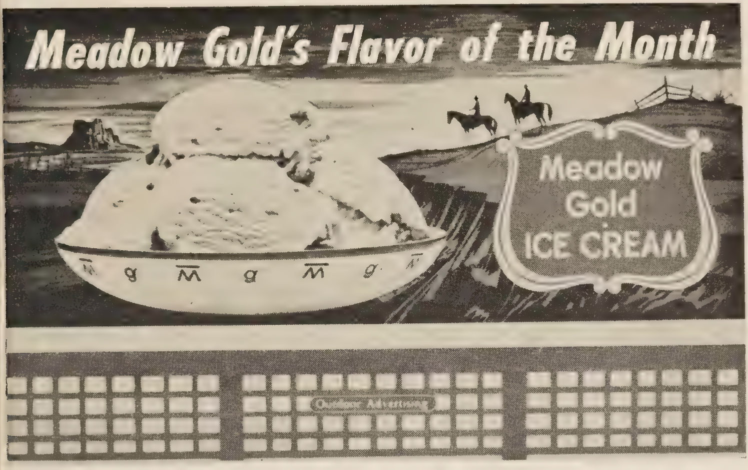
The Second World War hastened the development of a new type of store known as the Super Store and a new type of selling—Self Service. At this particular stage it became evident that the Drug Manufacturing Industry was undergoing great changes from general drug products and compounds to specialties. The intense competition which ensued among manufacturers for the Doctors' favor led to a very unwholesome situation in the relationship between Pharmacist and Physician. The keen competition in this field was responsible for many duplications and unethical practices at all levels. No longer was it only the small manufacturer who duplicated popular products, but the so-called ethical pharmaceutical enterprises copied these accepted products in order to get a share of the volume of business that was being created. The medical representative was no longer a favorable liaison between Doctor and Pharmacist, because in many instances the product he was detailing was a ME TOO preparation and to expound on its virtues would be insulting to the intelligence of the Physician, so he based his case on price and more times than not inferred that the Pharmacist was responsible for high prices or gouging. It is not my intent to single out any one group for all the improprieties that developed, but rather to say that each made its contributions.

The Durham-Humphrey Law was the result of these malpractices which extended from the manufacturer to the ultimate consumer. Regardless of your feelings about this law, and I know there are differences of opinion, legislation was necessary to curb and restrict the sale of potent and dangerous drugs and particularly the new highly sensitive and potent medicaments.

Revolution can achieve wonderful and complete changes which might not otherwise be accomplished except through long years of slow processes, but many times if not restrained can go too far and create monsters that devour the things they sought to create. Pharmacy has reached this stage primarily because of the lack of foresight and unwillingness to invest in the future by restricting its scope. Modern Super Drug Stores have developed with little restraint until today they are in fact department stores. I hold no brief with these operations as such, because in many instances they have emphasized and concentrated on extremely well kept ℞ Departments; however, surrounded as it is by items foreign to the Profession, such as clothing, hardware, garden tools and supplies, etc., Pharmacy assumes a secondary position in the eyes of the public.

Pharmacy will never be accepted as a true Profession unless public health and welfare are served in a manner befitting the high calling that Pharmacy truly is.

Pharmacy as of today has reached a crossroad and must make positive decisions as to which path it will follow. Great pressures are being brought to bear on the ℞ Department which until this time was inviolable. Front merchandise included health products advertised to the public and not necessarily sold under the supervision of a


Meadow Gold's Flavor of the Month
Meadow Gold ICE CREAM
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☆

Tie-in with this great promotion! Feature the MEADOW GOLD "Flavor of The Month" and CASH-IN with bigger sales!

Pharmacist, and so that precedent was established for their distribution by non-drug outlets. The ℞ Department, however, is now being invaded through the wholesale release of "Over the Counter (O. T. C.) Preparations," which is a subterfuge for the distribution of legend drugs which formerly could be sold only on prescription.

A great deal of credit must be given to the pharmaceutical industry for the development of new drugs which have been a boon to mankind and likewise a great deal of blame for the degradation of Pharmacy rests squarely on its shoulders. In its desire to satisfy the bankers and stockholders, who are today's financial structure behind the largest segment of this industry, some members of the industry have indulged in a method of distribution to obtain volume regardless of proper consideration for the public.

The emasculation of the Robinson-Patman Act and the nullifying of Fair Trade in many states have put the fear of survival in all small business men and the rapid expansion and the all inclusiveness of the latest Super-Super Stores forbode monopolies.

In spite of this dark outlook, which will certainly prevail if we do not take stock of our position and set Pharmacy aright, the future of Pharmacy can be bright if we take positive and corrective steps.

Pharmacy is the rightful custodian and distributor of drugs and medicines in whose hands the public's health and welfare must rest.

Pharmacy must fulfill all its educational obligations comparable to all other professions. It must be able to stand on its own feet and not be committed or reliant on the whims of other professions or groups. It must be self regulated beyond the slightest doubt, with a strict code of ethics which must be binding and adhered to. It must reevaluate what constitutes a Pharmacy so that it meets public acceptance with dignity and respect. These are decisions we must make now if we are to fulfill our obligation to the future. We are still in the revolutionary period and the rapid changes must not envelop or cloud the Profession of Pharmacy. Pharmacy should and must progress but never allow the $ (dollar) Sign to replace the ℞ insignia. The hopes of Pharmacy rest with those who are truly dedicated and to the youth of the future.

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. . . Fair Trade News . . .

COMPLETE HEARINGS ON HARRIS FAIR TRADE BILL, H. R. 1253

Hearings on the Harris National Fair Trade Bill, H. R. 1253, and related bills, were held from March 16th through 23rd by the full House Committee on Interstate and Foreign Commerce. Committee Chairman Oren Harris, (D. Ark.) presided. The overwhelming attention of testimony was directed to the Harris Bill which most fair trade supporters strongly favor.

Testimony Reveals These Truths

1. Most retailers and wholesalers want the Harris Bill—not one group of retailers alone.
2. Large numbers of manufacturers want a lawful means to preserve the goodwill symbolized by their trademarks—not retailers alone.
3. Profitless prices cut sales volume by destroying the incentive to sell—instead of increasing sales.
4. Fair trade stimulates mass production to provide real consumer savings and maximum employment—instead of penalizing consumers.
5. Fair-traded products have resisted upward price spiralling better than most goods—instead of adding to inflation.
6. Fair trade leaves plenty of room for retailers to pass on the benefits of their efficiencies—instead of adding to over-all consumer costs.
7. Fair trade guarantees fair constructive competition—instead of destroying competition.
8. The Harris Bill equalizes rights already enjoyed by some manufacturers to set retail prices on their brands—instead of embodying some new concept.
9. The Harris Bill would help small business to survive at no cost to government—instead of adding expense burden.
10. Opponents of the Harris Bill offer small business nothing but the law of the jungle—instead of survival.

FAIR TRADE STICKER NOTICES

CHESEBROUGH-PONDS—Page 49-A

Item	**F.T.M.**
Ponds Angel Skin Hand Cream—Small	$ .39
Pertussin Cough Syrup—Large	.79
Ponds Moisture Base—Medium	.60
Ponds Moisture Base—Large	$1.00

CROOKES-BARNES—Page 20-C

Collosul Cream	$1.90

VICK CHEMICAL CO.—Page 99-C

Vicks Medi-trating Cough Syrup—4 oz.	.73
Vicks Medi-trating Cough Syrup—8 oz.	$1.09
Vicks Inhaler	.49

ROUX DISTRIBUTING CO.—Page 82-E

Roux Creme Hair Lightener	.60
Roux Creme Rinse—8 oz.	$1.20
Roux Creme Hair Tint	.80
Roux Creme Shampoo—8 oz.	1.20
Roux Rapid Hair Lightener	1.25
Roux Color Rinse—Liquid—4 oz.	.95
Roux Powder Rinse—1½ oz.	1.00
Roux Stain Remover—2 oz.	.85

HAROLD F. RITCHIE—Page 81-E

Brylcreem—Medium Tube	.39
Brylcreem—Large Tube	.65
Brylcreem—King Tube	.85
Brylcreem—Economy Jar	.89

BRISTOL-MYERS—Page 10

Trushay Lotion—Small	.29
Trushay Lotion—Medium	.54
Trushay Lotion—Large	.89

A. H. ROBINS CO.—Page 82

Robitussin—4 oz.	$1.25
Robitussin A.C.—4 oz.	1.50

LAMBERT-HUDNUT—Page 49

Listerine Antiseptic—7 oz.	.59
Listerine Antiseptic—3 oz.	.37
Listerine Antiseptic—1½ oz.	.19

LILLY OBTAINS INJUNCTION AGAINST SAVE-MOR DRUGS

Save-Mor Drugs, of Bethesda, Maryland, is one of the most recent retail drug firms to be permanently restrained from selling products of Eli Lilly and Company below minimum fair trade prices.

A permanent injunction was consented to by Save-Mor Drugs on April 6 in the Circuit Court for Montgomery County, Maryland.

The firm, which is located at 7607-11 Old Georgetown Road, is permanently restrained from violating Lilly's minimum fair trade prices established under the Fair Trade Act of the State of Maryland.

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Gillette, Gem, Razors and Blades
Eaton High Grade Stationery
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For Minor Skin Irritations

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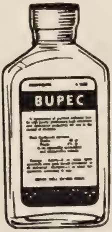

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. CONTRIBUTIONS .

SOME PHARMACEUTICAL USES OF CHOLESTEROL

By B. F. Allen*

In a previous article, it was stated that wool fat owes its special properties and hence its versatility to the cholesterol content. This chemical substance is recognized in U.S.P. XV and has an official synonym of cholesterin. It is an important constituent in Hydrophilic Petrolatum, U.S.P. which is classified in that publication as a water-absorbable ointment base, or in other words, an absorption base. The composition of this product is very similar to several commercial ointment bases on the market.

The significance of cholesterol is of great interest in the sphere of skin therapeutics, and there appear to be relatively few conditions in which its use is definitely contra-indicated, although its biological activity has at various times been exaggerated. Cholesterol is reported to be neither a primary irritant nor a sensitizer and hypersensitivity to it is rare.

The composition of the fatty layer of the skin has been studied by many workers and their results show that cholesterol is one of the main components. This has led to the suggestion that artificial nutrition of the skin is effected by means of an "essential element" such as cholesterol. Therefore, this chemical has been used as a very important ingredient in skin foods, lubricating creams, muscle oils, hair restorers, nail creams, etc.

Cholesterol is an emulsifying agent of the water-in-oil type, this being probably the most important use for the product apart from those based on its pharmacological properties. Unsaturated sterols, of which cholesterol is an example, seem to possess better emulsifying properties than saturated ones, and they also emulsify better if used in conjunction with other high-molecular-weight alcohols, fats and waxes.

Cholesterol is reported to raise the water absorption value of petrolatum from almost nothing to over 100 ml. per 100 Gm. for one percent cholesterol, 230 ml. for 3.5 per cent and to nearly 400 ml. for 5 per cent. Lanolin to which 3 to 5 per cent cholesterol has been added, will absorb 5 to 10 times the amount of water it would normally take up.

Cholesterol is a non-ionic emulsifier and its emulsions are stable to most acids and salts. Small traces of it enhance the cosmetic effect of toilet soaps and imparts suppleness to the skin. However, an excess amount will reduce the lathering power of the soap.

A 5 per cent solution of cholesterol in white petrolatum has been suggested as an alternative to lanolin in eye ointments. Another similar example is Epinephrine Bitartrate Ophthalmic Ointment U.S.P. which contains approximately 90 per cent of the official hydrophilic petrolatum. Thimerosal[1] Ointment, N.F. which is used as an antibacterial contains one per cent of cholesterol in addition to other ingredients.

Several[2] creamy emulsions sometimes referred to as synthetic detergents contain lanolin cholesterols. These preparations are said to rapidly and thoroughly cleanse the skin without interfering with its normal physiologic functions.

An ointment[3] containing linoleic and linolenic acids, lecithin and cholesterol in proper proportions is recommended for use in the treatment of dry scaly skin, eczemas, etc.

A powdered washable ointment base may be prepared from the following:

Polyethylene glycol 4000	23.60
Sodium stearate	23.60

---

*Associate Professor of Pharmacy, University of Maryland

[1] similar to Merthiolate

[2] pHisoderm, pHisohex, and Tod'l

[3] Linolestrol

DIAL

PLaza 2-0480

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Stearic acid	46.80
Cholesterol	1.18
Sodium lauryl sulfate	4.72
Methylparaben	0.048
Propylparaben	0.025

A powder made up from the above formula can be prepared in advance and used by the pharmacist to make an ointment base by mere addition of water. The amount of water to be added would depend upon the consistency desired.

Another very important use of cholesterol is in the formulation of hypo-allergenic cosmetics. Millions of American women develop allergic symptoms from one or more of the ingredients used in standard cosmetics. Lanolin is one of the materials reported in medical literature to be responsible for some of these reactions. Therefore, the manufacturers of these hypo-allergenic preparations use cholesterol in place of lanolin in their formulas.

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Showcases were not made just to serve as stock shelves. Their real job is to SELL merchandise. But they can't do it without the help of GOOD LIGHTING . . . PLANNED LIGHTING. Properly planned lighting will display your goods in a way that commands attention, creates desire, and stimulates impulse buying.

Impulse buying comes naturally when you use accent lighting. It spotlights . . . directs the buyer's eye to what you want to sell. It highlights . . . features quality and flatters merchandise in a way that rings the bell on your cash register.

Let us have one of our lighting engineers make a FREE SURVEY and submit recommendations for "Lighting to Increase Your Business." There is no cost or obligation to you. Just call LExington 9-8000, Ext. 2128.

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Volume 17 **APRIL, 1959** **No. 9**

TAMPA HONORS LADIES AT LUNCHEON

TAMPA honored its members' ladies at a special luncheon on April 4 at the Park Plaza Hotel. It was nice to see so many charming ladies present. We enjoyed renewing acquaintances, and regret that we do not have this opportunity more often. The ladies supplied a veritable sunburst of color in their spring bonnets and were as welcome and as delightful to the eye as the early blooming crocus, jonquil, forsythia, azalea, etc.

Radio and TV personality Joe Croghan was the guest speaker and he made a big hit with all those in attendance. His intimate knowledge of many present and former TV personalities was of considerable interest. His background information on the professional athletes who comprised the Baltimore Colts and the Baltimore Orioles, made an enjoyable presentation. Joe is completely under the spell of our beloved Colts (and who isn't) and it shows in his every word and every move. His infatuation is infectious and if you aren't interested in the Colts before he starts, you certainly are after you hear him. We were treated to a premiere showing of "The Highlights of the Championship of the 1959 Season." It was a wonderful treat to relive the many thrills the Colts provided in 1958.

All the ladies present received a favor from TAMPA through the courtesy of the local drug wholesalers.

We were very sorry to learn Emory Helm was a patient in the Union Memorial Hospital and we know many of his friends will join us in wishing him a speedy recovery.

WEDGEWOOD-AREX MEETING

The fourth annual meeting of the Wedgewood and Arex Clubs will be held at the Brentwood Inn on Thursday, June 11, 1959, beginning at 2:00 P.M.

Annual joint meetings of the two pharmaceutical social clubs were initiated four years ago with each club alternating as host. This year the Wedgewood Club is the host club.

A full afternoon and evening of fun and relaxation is being planned for those who attend.

Arrangements are being made by: Joe Hugg, George Brandt, Al Ogrinz, and George Woods.

Today, as always, the Benzedrex® Inhaler may be sold freely in your state without prescription

- The 'Benzedrex' Inhaler contains no amphetamine, natural or denatured.
- The active ingredient in the 'Benzedrex' Inhaler is propylhexedrine, a long-acting and effective nasal decongestant.
- Propylhexedrine has almost no stimulating effect. Oral doses, equivalent to the entire contents of a 'Benzedrex' Inhaler, have been administered to human subjects without causing central nervous stimulation.
- The 'Benzedrex' Inhaler is marketed only for the relief of nasal congestion. After nearly 10 years of heavy sales, use as an illicit stimulant has rarely been attempted.
- There are no legal restrictions on selling the 'Benzedrex' Inhaler in your state or any of the 49 states.

'Benzedrex' is not subject to the recent F.D.A. ruling or to any legal actions which concern the sale of amphetamine inhalers.

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-: NEWS ITEMS :-

CONVENTION COMMITTEES NAMED

Gordon A. Mouat, General Chairman
Joseph Cohen, Secretary
John F. Wannenwetsch, Treasurer

Contribution Committee: Hyman Davidov, Chairman; Harold M. Goldfeder, Co-chairman; William A. Cooley; Philip Levin; John A. Crozier; Bernard Appel; Edward S. Muth; Norman J. Levin.

Program Committee: Joseph Cohen, Chairman; Frank Block; Gordon A. Mouat; Harold M. Goldfeder; Norman J. Levin; John F. Wannenwetsch.

Publicity Committee: Victor H. Morgenroth, Jr., Chairman; H. Nelson Warfield; Charles E. Spigelmire; James A. Allen; John C. Cornmesser; Joseph A. Costanza; Edwin M. Kabernagel, Jr.; Allan Settler; Milton J. Timin.

Prizes & Awards Committee: Emory G. Helm, Chairman; Louis M. Rockman; Laurance A. Rorapaugh; George S. Teass; A. W. Braden; Nathan I. Gruz.

Banquet Committee: Alexander J. Ogrinz, Jr., Chairman; Solomon Weiner; Morris R. Yaffe; John C. Cornmesser.

Attendance Committee: Norman J. Levin, Chairman; Sam A. Goldstein; William C. Hill; Victor G. Mercer; George M. Brandt; William H. Harrison; Thomas J. Kelly; Marcus Satou.

Registration Committee: Maurice B. Brager, Chairman; John A. Crozier; A. G. Leatherman; Louis Levy; Bernard Ulman, Sr.; Charles Becker.

Entertainment Committee: Albert Heydemann, Chairman; Bernard A. Appel; Melvin Asch; Alfred E. Callahan; Richard R. Crane; Joseph J. Hugg; Robert B. Kettlewell; Martin Rochlin; Robert Tobias; Bernard Ulman, Jr.; Mrs. Camilla Ogrinz; Mrs. Ethel Raichlen; Henry M. Golditch.

TRUCK POSTERS PROMOTE PHARMACY

Continuing the retailer public relations program begun last year, the National Wholesale Druggists' Association has issued a set of six truck posters to be displayed on the sides of over 600 wholesale drug delivery trucks throughout the United States during the coming year.

Instituted in 1958, the NWDA truck poster program was set up to remind the public that the best place to buy health and beauty needs is in the local drug store. Continuing the themes established last year, six new, 23" x 35", colorful, weatherproof posters were designed to be changed every two months, with each theme tieing in with the time of year the poster is on display.

The six themes which have been highlighted on this year's posters are:

1. TO KEEP ME HEALTHY, HAPPY, COMFORTABLE, Try the Drug Store First (Based on a cover from *American Druggist Magazine*). . . .
2. YOUR PHARMACIST . . . DEDICATED TO YOUR GOOD HEALTH . . . Seek the Counsel of Your Physician. (*See Front Cover*)
3. FOR YOUR HEALTH AND NEEDY NEEDS SEE YOUR NEARBY PHARMACIST . . . National Pharmacy Week October 4-10.
4. FOR YOUR VACATION NEEDS . . . try your drug store first.
5. NIGHT AND DAY . . . your pharmacist is always at your service.
6. YOUR HEALTH TEAM . . . your physician, your pharmacist, your dentist, your nurse . . . SEEK THEIR COUNSEL.

On the basis of the interest and impact materialized last year, which resulted in the issuance of other posters, it is expected that some "bonus" poster will be printed this year as well.

77th Annual Convention

MARYLAND PHARMACEUTICAL ASSOCIATION

in conjunction with the

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1909 - - - 1959

OUR FIFTIETH ANNIVERSARY

Our entire organization extends greetings to you for the year . . . 1959 . . . and wishes to thank the pharmacists of Maryland for their loyal support and most valued patronage over the years . . .

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STEPHEN ROSENSTEIN
LUCILLE MILBOURNE

PRESIDENT'S MESSAGE
BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION

Dear Fellow Pharmacists:

"May Time Is Picture Time." That was the theme of the monthly meeting of the Baltimore Metropolitan Pharmaceutical Association held at the Kelly Memorial Building on April 9th. The program was geared to the development of the photographic supply department.

The speakers were: William S. Allen, Sales Manager, Middle Atlantic Sales Division, Eastman Kodak Company; John Davidson, Regional Sales Representative, General Electric Company; and Walter Williams, Advertising Department, Eastman Kodak Company. Albert Heydemann, Gilt Edge Photo Service, Incorporated served as moderator. Several valuable prizes were distributed and buffet refreshments served at the conclusion of the meeting.

Monthly meetings have been planned to bring constructive ideas before the membership. A good portion of the meeting is devoted to the business of the Association and the good and welfare of Pharmacy generally. We ask all members to attend these worthwhile meetings. If you have any suggestions for meetings or wish any particular topic to be placed on the agenda, please get in touch with me.

There has been some sentiment expressed concerning the publication of a Baltimore Metropolitan Pharmaceutical Association Bulletin. The purpose: to bring news to members on Health Department, Board of Pharmacy and Food and Drug Administration matters; forged and stolen checks and money-orders; forged narcotic prescriptions; new items on taxes; medical care prescriptions; and other matters of interest to the practicing pharmacist. What do you think of the idea? Your opinions and suggestions shall be appreciated.

I have appointed a Pharmacy Laws Committee to study the need for additional Pharmacy Laws and to coordinate our efforts with a similar committee now in effect in the Maryland Pharmaceutical Association. It is my earnest desire to come up with laws that will benefit both the profession of Pharmacy and its individual practitioner. I hope that we can work together and accomplish a united front.

Sincerely,

HERMAN B. DRUKMAN, President

ALL VITAMINS ARE NOT ALIKE!

This is the title of a new leaflet supplied by E. R. Squibb & Sons. It is available to all pharmacists free as another "Fight Back" service.

With mail-order and house-to-house vendors, as well as off-brand operators, saying "Vitamins Are All Alike" and "The Government guarantees all Vitamins," it is time to furnish your customers with straight facts and honest answers.

This leaflet provides you and your salespeople with answers to questions about vitamins that are being asked by your customers every day. Order a quantity from your Squibb representative and distribute them. This is valuable material to increase sales of vitamins.

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FROM YOUR WHOLESALER

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UNIVERSITY OF MARYLAND SCHOOL OF PHARMACY OPEN HOUSE

The School of Pharmacy of the University of Maryland held open house April 10, 1959 from 7 to 10 o'clock p.m. at Dunning Hall, 636 West Lombard Street, Baltimore.

Alumni, high school students, and others interested in pharmacy were invited to attend the program, which featured "Education and Research in Pharmacy."

Pharmaceutical research, manufacturing, and dispensing was demonstrated on the first floor and in the basement of Dunning Hall.

Exhibits on the second floor of Dunning Hall included "Effects of Drugs on Heart Action" by Dr. C. T. Ichniowski, "Name That Drug" and "Some Drugs Found in the Average Kitchen" by Dr. Frank J. Slama, "Laws Regulating Pharmacy" and "Techniques in Commercial Pharmacy" by Mr. Dean Leavitt, and "The Physiology of Muscle Contraction" by Dr. Leslie C. Costello.

Other exhibits, shown in the Pharmacy-Dentistry Building, 32 South Greene Street, included "Foreign and Domestic Pharmacopoeias," by Mrs. Ida M. Robinson, "Primitive Man and His Mathematics," by Dr. A. W. Richeson, "A Day in the Students' Physics Laboratory," by Dr. G. B. Estabrook, "The Relation of German and French to the Indo-European Group of Languages," by Dr. Claire S. Schradieck, "New England Literary Shrines: An Arm Chair Vacation via Film Strip," by Dr. Adele B. Ballman, "Chemistry: Teaching and Research," by Dr. Norman J. Doorenbos, and "Sterilization and Disinfection" and "Antibiotic Sensitivity" by Dr. Donald E. Shay.

DR. AUSTIN SMITH NAMED PRESIDENT PHARMACEUTICAL MANUFACTURERS ASSOCIATION

The Pharmaceutical Manufacturers Association today named William B. Graham, president of Baxter Laboratories, Inc., as Chairman of the Board of Directors, and Dr. Austin Smith, former editor for The American Medical Association, as its first full-time salaried president. Harry J. Loynd, president of Parke, Davis & Company was designated as Chairman-elect for 1960.

The new team takes over following a year under the leadership of George F. Smith, president of Johnson & Johnson, who served as the PMA first president after the 1958 merger combining the American Drug Manufacturers Association and the American Pharmaceutical Manufacturers Association. Today the PMA represents 140 manufacturers who, by their research and scientific ingenuity, have contributed so greatly toward the lengthening of life by modern medication.

The enlarged scope of its activities prompted the association, at its first annual meeting here, to create a full-time salaried chief administrative office, thus bringing in Dr. Austin Smith and elevating President-elect Graham to the top post of Board Chairman. Dr. Smith will be located at PMA's Washington headquarters.

Dr. Karl Bambach was renamed executive vice president and Dr. J. O'Neill Closs administrative vice president. Both serve the association on a full-time basis.

EDITOR'S NOTE:

Dr. Smith will address the Maryland Pharmaceutical Association Convention at Galen Hall.

In sorrow the thoughts of your friends blend with yours.

LOUIS H. KRAUS

We regret to announce the sudden passing of Louis H. Kraus on April 5, 1959. Mr. Kraus conducted the Peninsula Pharmacy in Salisbury with his son, Louis H. Kraus, Jr. He was formerly from Baltimore.

We extend our sincere sympathy to his survivors.

STRAWBERRY FESTIVAL

A Special Flavor By . . .

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ICE CREAM

Always Good Taste

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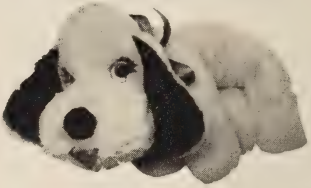

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- COMPLETE PHARMACEUTICAL DRUG LINE. Everyday delivery service, new product information cards with up-to-date dispensing information. All ethical drug houses represented.
- COMPLETE PROPRIETARY DRUG LINE. Current deal information, price changes, complete warehouse stocks, fast, turnover merchandise.
- PHARMACISTS SURGICAL SUPPLY. A complete line of surgical and sickroom items.
- COMPLETE GIFT COSMETIC AND SUNDRY LINE. Annual Holiday Gift Show.
- BUY BOOK: the most complete up-to-date buying guide available. Buy Book promotions are a planned series of sales events designed to build customer traffic.
- EMERGENCY PRESCRIPTION SERVICE. Around-the-clock emergency service for pharmacists in the Metropolitan area.
- WEEKLY DRUG DIGEST. The latest summary of sure changes, new products and current deals.
- TELEPHONE ORDER SERVICE DEPARTMENT. A fast, daily, efficient, and accurate order service by experienced personnel.
- LEGIBLE ORDER FORMS. Easy-to-read, easy-to-check typewritten forms accompany every delivery.
- BULMAN DESIGN AND MERCHANDISING SERVICE. World famous store engineering and layout facilities for building, remodeling, merchandising fixtures, profitable layout—inside and out.
- LOEWY MERCHANDISER. Regular sales and merchandising help on products and promotions.

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HEALTH PROBLEMS OF AGING STUDIED BY H. I. F.

"Aging people inevitably face special health problems, and most older people have health problems that bother them to some extent," Health Information Foundation reported.

In fact, about 85 per cent of the persons in the over-65 age group interviewed recently in a Foundation-sponsored survey said they had had some health complaint or other illness which bothered them within the previous four weeks.

Early results of the survey were published in the Foundation's monthly statistical bulletin, Progress in Health Services. The study was made in cooperation with the National Opinion Research Center of the University of Chicago, in which a random cross-section of the U. S. population 65 and over were interviewed at length about such items as their health, living arrangements and income.

Persons 65 and over were found to average 7.6 visits to doctors a year per capita—about two visits a year more than the average for all age groups in this country. The survey also showed that almost two out of every five older persons had not seen a doctor during the previous 12 months, and 10 per cent of the survey group hadn't been to a physician in five years or more.

Only one out of every three persons interviewed who had a health complaint, however, had told a physician about it. "Economic factors seem to be a relatively minor element in this reluctance to see a physician," said George Bugbee, Foundation president. Even though incomes are generally lower among the older age groups, only 3 per cent of all persons 65 and older said they had delayed consulting a physician because of the cost.

Another reason why some older people fail to seek medical attention, Mr. Bugbee continued, "may be a feeling that visiting a doctor or a hospital is tantamount to acknowledging an inability to cope with the inevitable illnesses of old age."

Older persons, he conceded, "may be justified in reasoning that some sickness is inevitable. In addition, most of them remember a time, not too many years ago, when doctors and hospitals were far less effective then they are today. Modern medicine, however, often can alleviate or delay the disabilities of the later years. The proportion of people reaching advanced ages nowadays is in itself testimony to the skill of medical science. Older people need a greater awareness that the health professions can help all age groups—not simply those in the young and middle years."

Among the older persons who had visited a doctor within the four weeks before being interviewed by N.O.R.C., four out of every five were able to pay for the service, either from their own income or savings, or with the help of a relative. About 58 per cent of the

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In the emerald green bottle
Customers recognize instantly

- sparkling "lemonade" taste
- perfectly pasteurized and manufactured under strict supervision and controls
- Your wholesale druggist has Everfresh, the standard citrate for 35 years

350 cc size: list price, $2.45 per dozen. Minimum retail price, 30¢ each.
This price effective in all New England and Mid-Atlantic states
see the difference in purity
see the difference in sales
Everfresh Manufactured by

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persons paying for such services reported bills of under $10.

About one-fifth of the older persons receiving medical care in the four-week period had not had to pay for it, the Foundation report said. In most of these cases, the bill was met by a welfare or charitable agency, or else the doctor made no charge.

PRINCE GEORGES - MONTGOMERY COUNTY PHARMACEUTICAL ASSOCIATION HOLDS INSTALLATION MEETING

The Prince Georges - Montgomery County Pharmaceutical Association, boasting a membership of 120 members, held an all-day stag outing at the Indian Spring Country Club on April 14, 1959, which culminated with dinner, the awarding of prizes and honors and the installation of officers. The affair was supported by drug wholesalers and sales representatives.

The following officers were installed: Sam Latona, President; Herman Taetle, First Vice President; Les Brunnett, Second Vice President; Robert Sinker, Third Vice President; Jerry Dechter, Fourth Vice President; Dominick Vicino, Ssecretary; Stanley Newhouse, Treasurer. Elected to the Executive Committee were: James Parker, Mel Sollod, Jack Williamson, A. W. Braden and Morris Yaffe.

PHARMACY EXHIBIT AT MARYLAND PHYSICIANS' ANNUAL MEETING

The Maryland Pharmaceutical Association and the Baltimore Metropolitan Pharmaceutical Association were well represented at the Annual Meeting of the Medical and Chirurgical Faculty of Maryland held at the Alcazar, April 15, 16 and 17, 1959.

The Professional Relations Committees of the two Associations installed and manned an attractive and effective professional pharmacy display booth. Orders for the narcotic prescription guide published by the Maryland Pharmaceutical Association were taken.

Physicians registering at the booth were eligible for the decorative apothecary jars given as prizes by the Associations. The winners were:

Dr. A. H. Finkelstein and Dr. Benjamin H. Isaacs of Baltimore; Dr. G. Allen Moulton of Westminster and Dr. Donald J. Roop of Towson.

Aaron M. Libowitz, Chairman of the Maryland Pharmaceutical Association Professional Relations Committee and Stephen J. Provenza, Chairman of the Baltimore Metropolitan Pharmaceutical Association Professional Relations Committee were in charge of this project.

PHARMACY CHANGES

The following are the changes in pharmacies in this State during April:

Pharmacies Opened

Seton Psychiatric Institute Pharmacy, 6420 Reisterstown Road, Baltimore 15, Maryland. Sister Martina, President.

Drug Fair, Milton L. Elsberg, President, 800 Pershing Drive, Silver Spring, Maryland.

Read Drug & Chemical Company, 702 Fairmount Avenue, Towson Plaza Shopping Center, Towson 4, Maryland.

Change of Address

G. Murray Allen, Allen's Pharmacy, 243 Virginia Avenue, Cumberland, Maryland.

Change of Ownership

Peninsula Pharmacy, 400 South Division Street, Salisbury, Maryland, Louis H. Kraus, Jr., Proprietor.

Change to Corporation

Asbill's Pharmacy, Inc., J. L. Asbill, President, 401 Washington Avenue, Towson 4, Maryland.

Closed

Sohn & O'Hara, 2200 North Fulton Avenue, Baltimore 17, Maryland, John J. O'Hara, Proprietor.

Thomas J. Kelly Pharmacy, 11 South Annapolis Blvd., Ferndale, Maryland. Thomas J. Kelly, Proprietor.

OVER-THE-COUNTER CHIT-CHAT

The four horsemen among the communicable diseases of childhood are measles, scarlet fever, whooping cough and diphtheria. At least, they used to be the most dangerous. Thanks to medical science and new drugs, however, most of their sting is gone. The death rate among children from these four diseases, The Health News Institute reminds us, declined 99 percent between 1910 and 1956.

* * * *

A child today in his pre-school years has an infinitely better chance of surviving than did his forebears who were born in 1910. Between 1910 and 1956, according to The Health News Institute, the mortality rate among youngsters aged one to four declined by 92 percent.

* * * *

If you grumble sometimes at what seems to be a high price tag on prescription drugs, you may be interested in some figures recently released by the national income division of the U. S. Department of Commerce. Since 1929, the proportionate cost of hospital care, for example, has almost doubled. Yet today we spend exactly the same percentage of our incomes for drug preparations and sundries as we did in 1929.

* * * *

One out of every five babies born in the United States in 1910 died before reaching the age of 21. Today, the proportion is only one in 25, according to the Metropolitan Life Insurance Company.

"Many forces have been at work to achieve these gains in health and longevity," says the Metropolitan's statistical bulletin. "Outstanding among the newer developments has been the introduction of the antibiotics, which have saved a great many lives among youngsters who in the past would have died from pneumonia, endocarditis, meningitis, and other infectious diseases."

Robins

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Tear out for a handy check of
your current stock of these
Robins products that are receiving
special promotion in your area
THIS MONTH

Donnazyme® *NEW*
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Dimetane®
☐ Tab. 100's ☐ Tab. 500's ☐ Extentabs 100's ☐ Extentabs 500's
☐ Elix. 1 Pt. ☐ Amp. 1 cc. ☐ Vials 2 cc.

Donnatal®
☐ Tab. 100's ☐ Tab. 500's ☐ Tab. 1000's
☐ Cap. 100's ☐ Cap. 500's ☐ Cap. 1000's
☐ Elix. 16 oz ☐ Elix. 1 gal. ☐ Extentabs 100's ☐ Extentabs 500's

Pabalate®
☐ Tab. 100's ☐ Tab. 500's

Pabalate®-Sodium Free
☐ Tab. 100's ☐ Tab. 500's

Pabalate®-HC
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Robitussin®
☐ 16 oz. ☐ 1 gal.

Robitussin® A-C
☐ 16 oz. ☐ 1 gal.

Why not check your stock of
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A. H. ROBINS CO., INC., RICHMOND 20, VA.

NOW YOU CAN SERVE HOT IN-FRA-RED TOASTED SANDWICHES WITHOUT EQUIPMENT OR LABOR COST!

A NEW NATIONAL SERVICE, Stewart In-Fra-Red, Inc., will provide you with a Stewart In-Fra-Red cookery and fresh cellophane wrapped sandwiches delivered regularly to your store. Placed in the cookery, the sandwiches are toasted in three minutes by modern efficient in-fra-red cooking. You serve the sandwiches to your customers sanitarily wrapped in cellophane.

WHAT DOES THIS COST YOU . . . NOTHING . . . not one penny for equipment, lease, or hidden charges. All you do is purchase a minimum of sandwiches each week (the quantity decided by you). Your Stewart In-Fra-Red Commisary furnishes you with the attractive Stewart In-Fra-Red Cookery and delivers fresh sandwiches of choice ingredients made with the complete approval of your Board of Health. Attractive metal menu signs also furnished.

THIS NEW IDEA . . . originated by Stewart In-Fra-Red, Inc., . . . is in over 15,000 fountain and food service concerns in cities from coast to coast. Every Stewart In-Fra-Red Commisary is an established local business. You may consult your Chamber of Commerce, Dun and Bradstreet. and Better Business Bureau.

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. . . then you're not from Laredo?

"Never been to Texas in my life. I run a drug store in Atlanta, G.A."

Why the ten-gallon hat?

"Secret compartment for spending money."

U-m-m-m. Oil well on the side?

"Nope — a Sealtest fountain on the side, and near the rear. Pulls 'bar flies' through every department in my store."

And you're getting rich off that?

"Doing all right. Folks keep coming back for Sealtest's *quality* ice cream. Buy lots of other stuff, too."

Sounds like a hot deal.

Could you cut me in?

"Sure — I've got *my* neighborhood sewed up. Just call your local Southern Dairies salesman. He'll give you the low-down on high fountain profits."

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your
store . . .

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ICE CREAM

A. Z. O. HONORS DAVE ESTRIN

It is always fair weather when good friends get together. This old saying was never proven truer than on Sunday, April 12, at Indian Springs Country Club, Glenmont, Maryland. Despite snow, a cold rain, and often bits of sleet, actually it was December in April, when over 500 friends of Dave Estrin gathered to pay homage to Dave for his 25 years of service to the profession of pharmacy. The Testimonial and Dinner-Dance was sponsored by Pi Chapter of Alpha Zeta Omega Pharmaceutical Fraternity, and the Chapter presented him with an inscribed plaque and an aluminized scroll which bore the signatures of all present that evening.

The presentations were made by Jack Kramer, Directorum of the local Chapter and Frank Smith of Philadelphia, the Directorum Elect of the National Chapter. Other speakers were Mr. Roland T. Carr, Senior Vice President, Riggs National Bank, Washington, D. C.; Mr. James E. Allen, President, Henry B. Gilpin Company, and Mr. Howard Bradbury, President, the Washington Drug Exchange.

The capable job as Master of Ceremonies for the entire evening was performed by Harold Goldfeder, Supreme Deputy of the National Chapter. The invocation was rendered by Mr. Henry Seidman, Supreme Board Member of the National Chapter. Joel Shulman of Pi Chapter spoke of Dave's many contributions in the field of drug wholesaling and his great interest and participation in civic and charitable affairs, and his wholehearted devotion to his family and many friends.

Mr. Philip Levin, his associate for nearly two decades, presented Dave and his charming wife Ruth with a model airplane which represented a vacation trip to Puerto Rico as a gift to them by all Dave's associates and fellow employees of District Wholesale Drug and Loewy Drug Company of Baltimore, Maryland.

When Dave arose to speak in answer to the fine tributes paid to him, it was noticeable that his remarks were sincere and with heartfelt emotion. He thanked the Committee graciously for making all the wonderful arrangements for the outstanding evening. He extended sincere appreciation to all of his many friends who honored him by their attendance, and he introduced his wife Ruth, as well as three fine children, Wilma, Melvyn, and Miriam. With a big smile, he turned to Harold Goldfeder, the Master of Ceremonies, and said, "While I don't deserve half of the many things which have been said about me tonight, I am human enough to love it."

This was the largest crowd ever to attend any of A. Z. O., Pi Chapter gatherings, and the tribute to Dave Estrin was entirely justified by his years of service and help to his many pharmacist friends throughout the area.

A large contingent of Baltimore pharmacists chartered a bus and came over to help make this a gala evening.

Among the distinguished guests seated at the head table were:

Dean Charles Bliven of the George Washington University School of Pharmacy.

Dean Chauncey Cooper of the Howard University School of Pharmacy

Dr. Paul Briggs, Executive Director, American Foundation for Pharmaceutical Education

Mr. George Frates, Washington Representative, National Assn. of Retail Druggists

Mr. Philip Jehle, Washington Representative, National Assn. of Retail Druggists

Others in attendance were: Mr. Wallace Werble, Editor, F-D-C Reports; Mr. Herman Druckman, President, Baltimore Metropolitan Pharmaceutical Assn.; Mr. Frank Block, President, Maryland Pharmaceutical Association.

Mr. Joseph Cohen, Secretary, Mary-

The
Burrough Bros.
MANUFACTURING CO.

Quality
Pharmaceuticals
Since 1863

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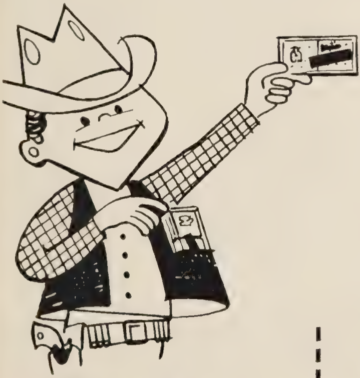
BALTIMORE 2, MD.



meet
TAKE-ALONG
Hassidy, pardner

This drug store cowboy is one reason your Austin stocks sell out so fast. Folks take along a package or two — back to the office, or for the trip in the car. A husky supply of Austin varieties pays off in fast turnover, repeat business, more profit! (Customer satisfaction, too.)

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Peanut Butter Sandwiches
Cookies & Snack Varieties,

Austin's
CHEESE PEANUT BUTTER SANDWICHES
Austin's
CHEESE PEANUT BUTTER SANDWICHES

Austin's
Box 1936
Balto. 3, Md.

land Pharmaceutical Association along with their respective wives.

It was the opinion of everyone present that this is an evening which will remain in Dave Estrin's memory for years to come.

ORGANIZATIONAL NEED

Professor Linwood F. Tice of Philadelphia spoke at the University of Wisconsin Wednesday evening April 15 as the Kremers Memorial Lecturer for 1959.

Dr. Tice, who is Director of the School of Pharmacy in the Philadelphia College of Pharmacy and Science and Editor of the American Journal of Pharmacy, gave the ninth lecture of the annual series established by Eta chapter of Rho Chi Society in 1950 to honor the late Edward Kremers. Kremers, a man of wide-ranging intellect and reformist bent, is remembered mainly for his leadership in American pharmaceutical education and for his teaching and innovations at the Wisconsin School of Pharmacy, which he led for forty-three years.

Speaking before an audience consisting mainly of the graduate and undergraduate pharmacy students at the University, Dr. Tice discussed the importance of better organization in pharmacy and the need for an integrated structure from the county to the national level. Organization in pharmacy has been too weak, he maintained, to achieve proper public and governmental recognition.

Dr. Tice also called attention to the fact that the true measure of a profession is "its ability to police itself." This "we have failed to do in pharmacy," he argued, yet it is a responsibility that no profession should overlook.

The Kremers Memorial Lecturer also discussed the changing pattern in pharmaceutical practice, and the changes in education thus made necessary. He stressed the pressing need for pharmacists who can truly qualify as experts in the broad but well defined area of modern medicinals.

INTERESTING FACTS

Pharmacy has its traditions. Listed below are relatives of practicing pharmacists who are students at the George Washington University, School of Pharmacy.

Dean Allen
Carl Austerlitz
Lewis Citrenbaum
James Eblen
Rosemary Franzone
Morton Hyman
Stanley Karasik
Estelle Luber
Jay Morton
Ryland Packett
Robert Reznek
Edward Schwartz
Joseph Shapiro
Roger Collins

SHULTON FATHER'S DAY CONTEST

The Henry B. Gilpin Company, distributors of Shulton, has announced a Father's Day Shulton Window Display Contest. Father's Day is June 21.

Photographs of the window displays will be taken by Gilpin sales representatives and entered in the contest. Joseph Cohen, Secretary of the Maryland Pharmaceutical Association, has been asked to supervise the judging.

Cash prizes of $25.00, $15.00 and $10.00 will be awarded as first, second and third prize. Full particulars are available from Gilpin representatives.

DID YOU KNOW THAT

Out of 4,362,700 business firms in the United States —

4,131,400 have fewer than 20 workers
189,650 have 29 to 99 workers
38,100 have 100 to 999 workers
3,550 companies, about one twelfth of 1 per cent of all U.S. Businesses, have 1,000 or more workers.

A Thoughtful Store
Sweetheart
Sanitary Wrapped
STRAWS
Sweetheart Straws

Fountain Customers Appreciate

Sweetheart

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Straws

Protecting your customers' health is your duty. Sweetheart Sanitary Wrapped Drinking Straws afford this necessary protection and your customers will show their appreciation through increased patronization. No extra charge for your "Personalized" advertising imprinted on wrappers.

The Sign of "A Thoughtful Store"

If Your Wholesaler Can't Supply You, Write or Phone:

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TOASTCHEE
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I found that my customers really go for those tasty Lance snacks. And I found, too, that I make more money on them than any other brand. Must be because they sell so fast.

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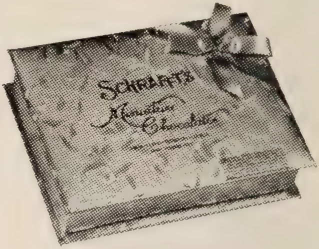

Feature the candy that creates quick turnover and repeat business. Profit by the ever-growing demand for Schrafft's —recognized by candy-lovers everywhere as supreme in quality and flavor.

It pays to promote Schrafft's Chocolates!

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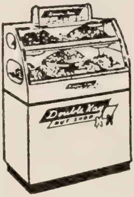

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Double Kay
NUT SHOP
DEPARTMENT ®

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IF —— you have a clean, first-class drug store, let us reserve a Nut Shop for you.

THE KELLING NUT CO.

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Our Agency will welcome the opportunity to serve as your insurance counsellor. Kindly let us know if we can be of service as our staff is particularly qualified to serve the pharmaceutical profession.

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225 E. REDWOOD STREET
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FOR RESTORING AND STABILIZING THE INTESTINAL FLORA

LACTINEX GRANULES and TABLETS contain a standardized viable mixed culture of Lactobacilli acidophilus and bulgaricus with the naturally-occurring metabolic enzymes produced by these organisms.

LACTINEX TABLETS—A clinically proven treatment for gastro-intestinal disturbances, including diarrhea[1, 2, 3] (antibiotic induced and others) in infants and adults.

LACTINEX GRANULES—An especially designed dosage form (served on cereal, food or with milk) of this effective product for the pediatric and geriatric patient.

Dosage: Three or four tablets or one packet, three or four times a day.

Supplied—tablets in bottles of fifty—granules in boxes of twelve, one gram packets.

1. Siver, Robert H.: Current Medical Digest, Vol. XXI, No. 9, September 1954.
2. McGivney, John: Texas State Journal of Medicine, Vol. 51, No. 1, January 1955.
3. Frykman, Howard M.: Minnesota Medicine, Vol. 38, No. 1, January 1955.

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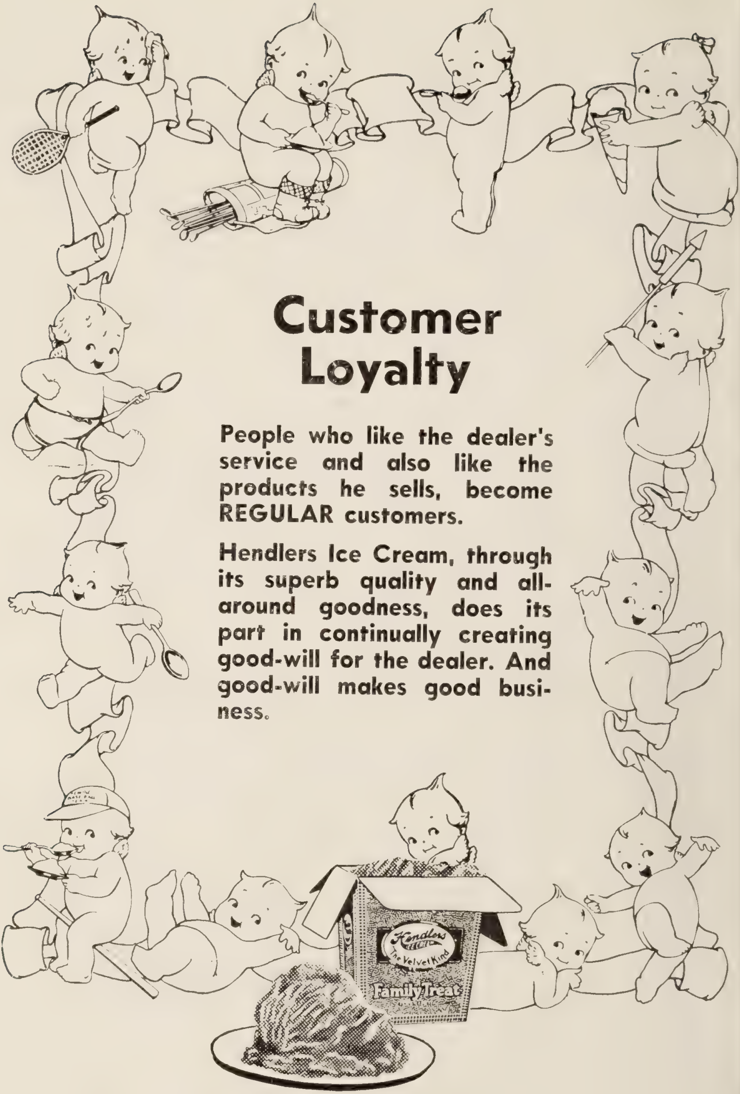
Baltimore 1, Maryland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for over a half-century

THE MARYLAND PHARMACIST

PRACTICAL • PROGRESSIVE • PROFESSIONAL

VOLUME XXXIV MAY, 1959 No. 8

"77th Annual Convention"

CONVENTION HEADQUARTERS

Galen Hall — Wernersville, Pennsylvania

MARYLAND PHARMACEUTICAL ASSOCIATION

In Conjunction with — T.A.M.P.A. and L.A.M.P.A.

JUNE 29, 30 and JULY 1, 2, 1959

Published by the
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Subscription Price $2.00 the Year
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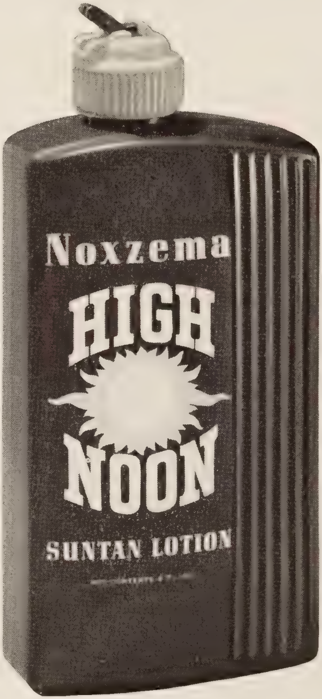
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16 Lilly service wholesalers span the vast Northwest

Gearing drug stock to local usage is an especially burdensome problem in the vast and rugged northwestern regions. Unless he has virtually unlimited capital, no pharmacist can stock large quantities of every item he is obligated to carry—nor can he afford to wait for shipments from distant warehouses.

Even in the remotest areas, however, the pharmacist can depend on rapid stock replenishment from his Lilly service wholesaler . . . *with no minimum-order obligations.* Thus, he can serve his customers rapidly as well as economically by maintaining his inventory at optimal levels.

You, too, can share in this efficiency of operation by routing all your orders through one of the 300 Lilly service wholesalers who serve the nation.

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Calamine and Benadryl® Hydrochloride* Lotion and Cream
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This summer promises to be the best yet for CALADRYL—the ideal product for mild sunburn, insect bites, prickly heat, and many other warm-weather skin irritations. A new squeeze bottle and a colorful counter display will keep sales right in step with summer's rising temperatures. Further assurance of steady demand comes from CALADRYL's outstanding effectiveness—soothing, antipruritic-antihistaminic action—plus its convenience—easily applied, washes off but resists rubbing off. Stock and display this new counter unit for greater turnover...and greater profits.

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The Maryland Pharmacist

MARYLAND PHARMACEUTICAL ASSOCIATION

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SAratoga 7-0746

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. . . Editorial . . .

THIS IS YOUR CONVENTION

The Maryland Pharmaceutical Association will hold its 77th Annual Convention at Galen Hall, Wernersville, Pennsylvania, June 29, 30 and July 1, 2, 1959.

In planning its conventions, the Association takes many things into consideration. Locale, accommodations and comfort are important. In order to afford those who attend our conventions an opportunity to relax in varied environment, the Maryland Pharmaceutical Association has decided to alternate its conventions between the mountains and the seashore. This year we return to Galen Hall, in the Blue Ridge Mountains, for the third time; and next year we shall hold our second convention at the Shelburne in Atlantic City.

Some have questioned the Association for taking its convention out of Maryland. This has been done with great reluctance and only because Maryland's resorts do not offer the facilities that are required to accommodate an attendance that has grown to number close to 500 people. We would welcome a modern Maryland hostelry outside Baltimore, that could house our group with adequate banquet, entertainment and meeting room facilities.

The most important facet of the Maryland Pharmaceutical Association Convention is its business and speaking program. By attending the 1959 Convention, you will obtain first hand information on what is transpiring pharmaceutically, not only in your own State of Maryland, but throughout the entire United States. By being there, you will benefit individually and your own enterprise will reflect progress through the knowledge you will have gained.

The theme of this year's Convention is: "Pharmacy's Twenty-Five Year Plan." A two-day panel presentation has been scheduled to discuss the immediate professional and economic needs of Pharmacy. Such important phases of the profession as: welfare programs; education; intra- and inter-professional relations; manufacturer-wholesaler-retailer relations; public relations; laws and regulations; and the future of the pharmacy in the community.

It is the responsibility of Pharmacy of the present to plan and safeguard the Pharmacy of the future. We must not shirk our obligation. Posterity is depending on us. With this in mind, we have asked the Convention speakers—each outstanding in his respective field—to present a concrete and positive program for the future of Pharmacy. Time shall be allowed for full and open discussion after each presentation.

You will hear committee reports, giving you an insight of the workings of the Association throughout the year. Reports will be given by the Maryland State Board of Pharmacy and the School of Pharmacy of the University of Maryland. You will have an opportunity, as a member of the Maryland Pharmaceutical Association, to participate in business meetings, considering resolutions and policy of the Association; nominations and election of officers; and nominations to the State Board of Pharmacy.

We realize, of course, that all work and no play will make "Doc" a dull boy. So with this in mind, an excellent program of entertainment has been arranged to follow all business sessions during the afternoons and evenings of the Convention. In fact, business sessions will adjourn at 2:00 P.M. each day except Monday, and the rest of the day devoted to entertainment and relaxation.

Special features have been provided for both the Ladies and Travelers Aux-

MPA

LAMPA *TAMPA*

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for a

SUCCESSFUL AND ENJOYABLE

CONVENTION

* * *

MUTH BROTHERS & COMPANY

23 S. CHARLES STREET

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Established 1837

iliaries of the Maryland Pharmaceutical Association.

Those who have worked hard on this Convention with conscientious and unselfish vigor, realize that nothing is perfect. However, they have put forth their best efforts to provide a professionally educational and entertaining Convention. Won't you respond by being present and participating in the planned events? Remember, this is YOUR Convention.

DID YOU KNOW?

CONVENTION EXPENSES ARE TAX DEDUCTIBLE.

ATTEND THE

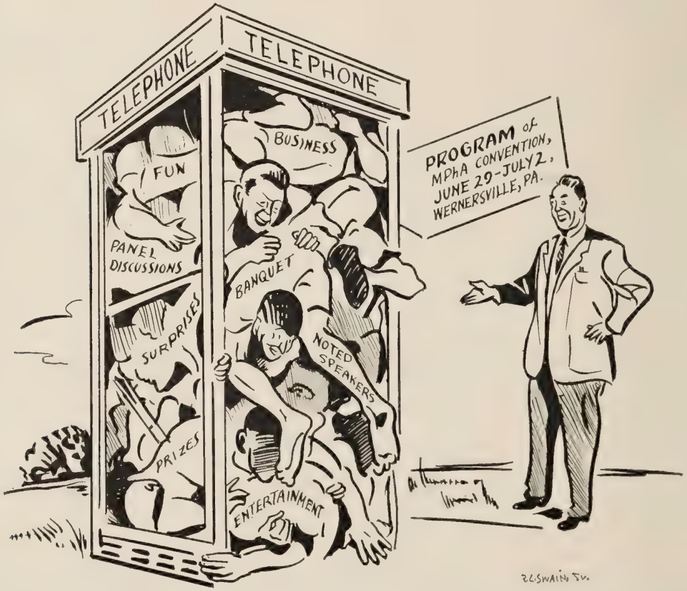
MARYLAND PHARMACEUTICAL ASSOCIATION CONVENTION

GALEN HALL, JUNE 29 - JULY 2, 1959

OVER-THE-COUNTER CHIT-CHAT

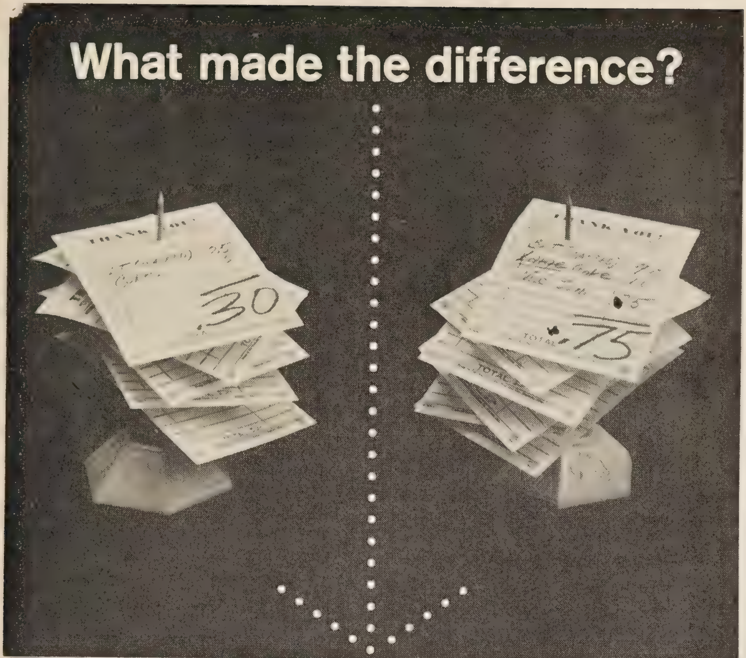
The busy pharmacist is more than annoyed when he telephones the physician and is kept waiting for him to come to the phone. In aiming to increase prescription volume, thought might also be given to developing procedures to minimize keeping physicians waiting for the pharmacist to come to the phone.

If non-pharmacist clerks usually answer the phone, attention should be turned to training them properly so that physicians' calls are handled expeditiously and referred to the pharmacist in a professional manner. Some pharmacies have found it helpful to install a special unlisted number that is publicized only to physicians.


TELEPHONE
TELEPHONE
BUSINESS
FUN
PANEL DISCUSSIONS
BANQUET
SURPRISES
NOTED SPEAKERS
PRIZES
ENTERTAINMENT
PROGRAM of MPhA CONVENTION, JUNE 29-JULY 2, WERNERSVILLE, PA.
R.L.SWAIN, Jr.

CAN'T BE BEAT WITH SO MUCH CRAMMED INTO IT!

What made the difference?



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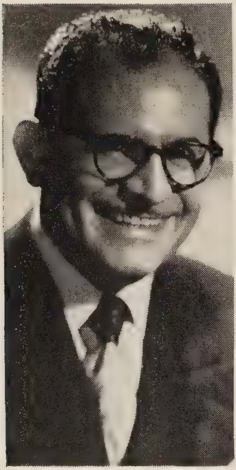
Sure, you know about suggestion selling. Problem is, how do you get it rolling? The Coca-Cola Company can help you with a complete Plusmanship program. Plusmanship gets you that extra sale that lies just beyond the customer's original order. It consists of full-color displays that suggest bigger orders, and a wealth of sales training material that will help you and your personnel put it to work. Only The Coca-Cola Company offers you this dynamic program to create bigger orders, bigger tickets, more profits! Ask the representative for Coca-Cola who calls on you about Plusmanship. He'll be glad to help. Or write: The Coca-Cola Company, Fountain Sales Dept., P. O. Drawer 1734, Atlanta, Ga.

SIGN OF GOOD TASTE

Sell Coca-Cola

PRESIDENT'S MESSAGE



FRANK BLOCK

Dear Fellow Pharmacist:

The Maryland Pharmaceutical Association Convention to be held this year at Galen Hall from June 29th through July 2nd, is an important MUST for all Pharmacists.

The intent of the Convention this year will be to formulate a positive program for Pharmacy projected into the next twenty-five years. The most able representatives of all important phases of Pharmacy will comprise panels for a two day period with this objective in mind.

The stature of these speakers would do justice to a National Convention and I can assure you the results of these discussions will be National in scope.

The Convention Committee, under the able leadership of Gordon Mouat, with the cooperation of TAMPA, LAMPA and the management of the Hotel, have arranged the finest program it has been my pleasure to review.

To those who found Galen Hall delightful at our previous Conventions held there, but were dissatisfied with accommodations, I can reveal a pleasant surprise. All rooms have been completely refurbished and have private bathroom facilities.

There are natural limitations in the number of accommodations available.

Don't procrastinate, make your reservations immediately.

Please come and help plan the future of Pharmacy.

Remember the *future* of *Pharmacy* is *your future.*

Sincerely,

FRANK BLOCK,
President

BUSINESS OPPORTUNITY

Are you looking for a new location or an opportunity to go into business for yourself?

We have a new modern drug store location in a thickly populated Essex area with large parking facilities. This location is also exposed to tremendous shore traffic. Rental subject to negotiation.

Don't overlook this excellent opportunity. Call: MUrdock 6-3953 for further information.

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Ears
"RING"?

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And, if you are one of the many wise dealers featuring Abbotts or Jane Logan deluxe Ice Creams . . . proven bell ringers . . . your cash register is ringing just like the phone on a busy party line.

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Why not check your stock of **all** Robins products at the same time —and be prepared

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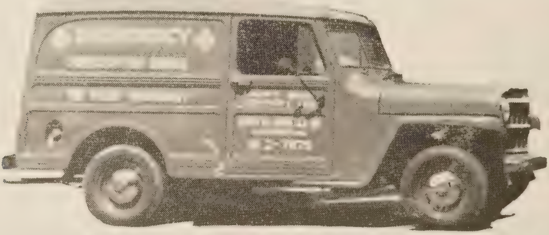

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A MESSAGE FROM THE GENERAL CHAIRMAN OF THE CONVENTION

GORDON A. MOUAT

Convention plans have progressed according to schedule. Cooperation has been superb. This, coupled with the fact that this will make a third return trip to Galen Hall as the site of our 77th Annual Convention, has made my task a pleasure.

By the time you read this message, the Convention of the Maryland Pharmaceutical Association will be well "on the road". Only one last detail remains—YOU.

Hotel reservation and advance registration forms have been mailed to every pharmacy in Maryland and to every member of TAMPA. If you have not received this material, let us know and we shall get it to you pronto. Most important is to mail them back to us promptly with your check covering *REGISTRATION FEES ONLY*. This will prevent inconvenience at the hotel desk as no rooms will be assigned unless you register first. If for some reason you will find it necessary to cancel, the registration fee shall be refunded. You lose nothing, but you do save time and inconvenience through advance registration.

Galen Hall has been chosen again because we have had two successful conventions there and hope to repeat this year.

Galen Hall, one of the country's finest mountain resorts, is only 97 miles from Baltimore—about 2½ hours of comfortable driving over good roads.

Galen Hall offers many fine facilities for a successful Convention. Since our last visit there, it has been completely refurbished and redecorated, practically every room is air-conditioned, including the cottages. The dining room, ballroom and meeting rooms are all air-conditioned.

Recreational facilities are also tops. At the Forest Glades Pool, with its broad terraces enlivened with bright beach umbrellas and contour chairs, you'll find the complete answer to your quest for aquatic action. Pool-side entertainment has been arranged by Al Heydemann, TAMPA's Chairman of the Entertainment Committee.

Other features filling a star-studded program will include: golf, badminton, tennis, volley ball, a ball game between the "Pill Rollers" and the "Pill Peddlers", and other sports contests. Entertainment will include: 1958 Convention pictures; Parke, Davis' "History of Pharmacy" paintings exhibit; Horse Racing and Monte Carlo Night; An Evening in Paris; Fashion Show; All Star Floor Show; and Dancing every night. Also, there will be many surprises, too numerous to mention here.

The business and speaking program has been well planned. It will be to your advantage to attend these sessions.

As General Chairman of the Convention, I wish to express my appreciation to the entire Convention Committee for their efforts and a job well done. This includes the Travelers' and Ladies' Auxiliaries, who play such an important role in our Conventions.

GORDON A. MOUAT,
General Chairman

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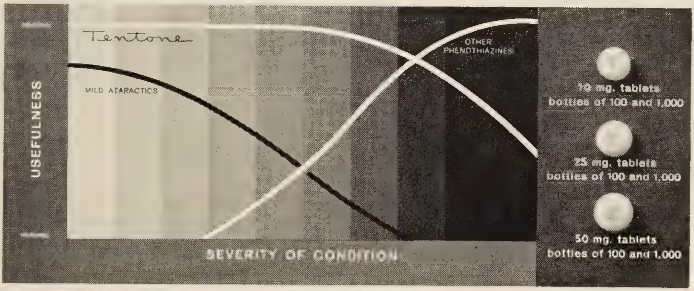

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PRESIDENT'S MESSAGE LADIES AUXILIARY MARYLAND PHARMACEUTICAL ASSOCIATION

MRS. MORRIS L. COOPER

Dear LAMPA Members:

In the Constitution of the Ladies' Auxiliary of the Maryland Pharmaceutical Association there is a paragraph which reads "One of the objects of this organization shall be to assist the Maryland Pharmaceutical Association in arranging for the ladies at the Annual Convention."

We of LAMPA are proud that our committees are so loyal to this objective, for we are working hand in hand with our parent organization to make the Seventy-Seventh Annual Convention at Galen Hall, from June 29 to July 2, an unforgettable and glamorous event. The entire program for this Convention is well planned, promising a very pleasant and enjoyable time.

We cordially invite all of our LAMPA members to participate in our gala Fifth Anniversary Celebration, to take place at Galen Hall on Wednesday, July 1st. An authentic Pennsylvania Dutch Brunch will highlight our Annual LAMPA Meeting on that day. Our entertainment Committee will serve as hostesses.

We are looking forward to greeting you, the women associated with pharmacy, at our Convention.

Cordially,
MRS. MORRIS L. COOPER,
President

PRESIDENT'S MESSAGE BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION

HERMAN B. DRUKMAN

Dear Fellow Pharmacists:

To those of you who did not attend the May meeting of the Baltimore Metropolitan Pharmaceutical Association, I regret to say that you missed an exceptionally fine meeting.

Good Public Relations are extremely important in the successful operation of the modern pharmacy of today. With this in mind, the Association has approved a two-phase Public Relations Program.

A schedule of radio annoncements, newscasts and recorded music programs

Congratulations

and

Best Wishes

to the

Maryland Pharmaceutical Association

JULIUS SCHMID, INC.

NEW YORK CITY

will take effect on station W-I-T-H on June 1st. This schedule will be mailed to every drug store in the greater Baltimore area. The programs are geared to draw the attention of the public to the neighborhood drug store. It sells you and your services to the community. When you receive the schedule from W-I-T-H with a covering letter from the Association, please tune-in to stationn W-I-T-H and abide by the simple suggestions listed.

The second phase is the proposed launching of an advertising campaign through the Erwin C. Bien Associates, an advertising and public relations organization. This program has the support of Calvert Drug Company, Henry B. Gilpin Company and Loewy Drug Company. Although it is not an Association project, it has been investigated by the Association and is fully endorsed by it. You are urged to inquire about this program. It, too, is important to you as an individual pharmacy proprietor.

Our monthly meetings have recessed for the summer. The next meeting will be held in September. In the meantime, I wish to call your attention to the Maryland Pharmaceutical Association Convention at Galen Hall. Much business will transpire at the Convention that will be of interest to the pharmacists of the greater Baltimore area, therefore, it will be to your advantage to attend.

Although regular meetings are suspended for the summer months, the Association shall continue to serve the best interests of its members at all times. Hope to see you at the Convention.

Sincerely,

HERMAN B. DRUKMAN,
President

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SCOTT M. PHOEBUS
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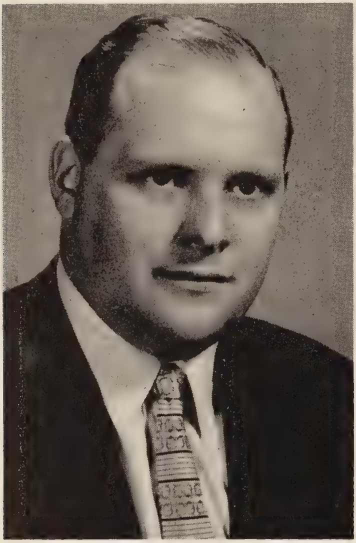
LOUIS COPELAND
EUGENE FRISHMAN
MARIAN FRISHMAN
STEPHEN ROSENSTEIN
LUCILLE MILBOURNE

"Pharmacy's Twenty-Five Year Plan"

A two-day panel presentation with discussion will be the feature of the 77th Annual Convention. Our speakers, outstanding in their respective fields, will present a positive and concrete program for the future of Pharmacy.

The panelists are—

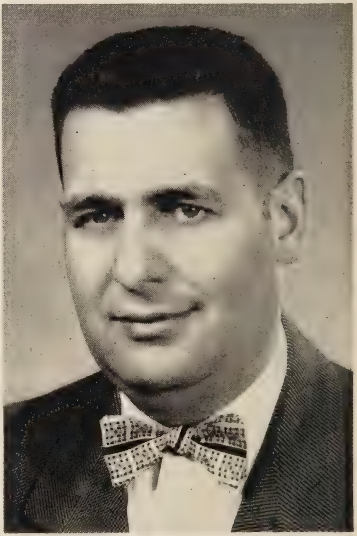


ROBERT E. ABRAMS
Executive Secretary, American College of Apothecaries

Mr. Abrams graduated from the Philadelphia College of Pharmacy and Science in 1949 where he obtained the B. Sc. Degree in Pharmacy. In 1950 he was awarded the M. Sc. in Pharmacy from the same institution, where he majored in Pharmaceutical Chemistry. Presently he is Associate Professor in Pharmacy and Pharmacy Administration at his Alma Mater.

He is Editor of the Newsletter of the American College of Apothecaries as well as Managing Editor of the publication, the Voice of the Pharmacist. He has published widely in the Pharmaceutical Press. He has appeared on the program of over 15 State Pharmaceutical conventions.

Mr. Abrams is a member of the American Pharmaceutical Association, the American Society of Hospital Pharmacists and the American Institute for the History of Pharmacy. He is also a member of Rho Chi Honorary Society, the American Association of Colleges of Pharmacy, and the section on Pharmacy Administration and Practical Pharmacy.



DR. WILLIAM S. APPLE
Secretary-nominate of the American Pharmaceutical Association

Dr. Apple is slated to succeed the present Secretary of the American Phar-

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Baltimore 18, Md.

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maceutical Association, Dr. Robert P. Fischelis, in August 1959.

Dr. Apple attended Wayne State University and graduated from the College of Pharmacy, of the University of Wisconsin, with the B.Sc. degree in Pharmacy. He then took graduate work in business administration receiving first, the M.B.A. degree and then the degree of Doctor of Philosophy in Pharmacy Administration.

He was Associate Professor and head of the Department of Pharmacy Administration at the University of Wisconsin before coming to the American Pharmaceutical Association.

He is a registered pharmacist in the State of Wisconsin and has been active in the State Pharmaceutical Association having served as President in 1955-1957.

Dr. Apple has served on numerous committees and on special assignments with distinction. From 1951 to 1956 he was coordinator of Extension Services in Pharmacy at the University of Wisconsin School of Pharmacy.

He has a wealth of experience as a retail pharmacist, teacher, and administrator.

DR. W. PAUL BRIGGS

Executive Director of the American Foundation for Pharmaceutical Education

Dr. W. Paul Briggs is widely known as an educator, administrator, and writer. He has been a pharmacist since 1924 and a teacher since 1927. He has been a member of the faculty of George Washington University for twenty-five years and was Dean of the College of Pharmacy for fourteen years.

Dr. Briggs was Director of the Pharmacy Division of the Veterans Administration. He is currently a Consultant to the Chief Medical Director of the Veterans Administration.

He was a member of the Committee on The Pharmaceutical Survey, a three-year study of pharmacy and its educational system, conducted by the American Council on Education. He is a member of the Board of Trustees of the United States Pharmacopoeia and is the current Treasurer. Dr. Briggs was formerly Secretary of the National Drug Trade Conference.

Dr. Briggs is a graduate of George Washington University and the University of Maryland. He holds honorary degrees from the Philadelphia College of Pharmacy and Science and Temple University. He received the Alumni Achievement Award from George Washington University. He received the Remington Honor Medal, Pharmacy's highest honor, in 1957.

LOUIS E. KAZIN

Editor, Drug Topics and Drug Trade News

Mr. Kazin was recently named Editor of Drug Topics and Drug Trade News succeeding Dr. Robert L. Swain, who is now Editor-in-Chief of the two publications.

Mr. Kazin is a graduate of the Uni-

versity of Connecticut College of Pharmacy and is a registered pharmacist in both Connecticut and New Jersey.

He operated his own pharmacy for a number of years before becoming Associate Professor and Director of Pharmaceutical Extension Service at Rutgers University. He served as Executive Secretary of the Rutgers Pharmaceutical Conference from 1952 to 1957.

He has an outstanding record of achievement in pharmaceutical organizational work in a long list of organizations on both local and national levels. He has served in many capacities. His memberships, civic, fraternal and professional, number many.

Mr. Kazin's editorial background is exemplary. He has an extensive list of published papers in the field of Pharmacy. He has appeared on a number of speaking programs throughout the United States including our own State of Maryland.

He is a member of the Advisory Committee to the Board of Trustees of the Rutgers University Colleg of Pharmacy, and is Professional Lecturer on Contemporary Pharmacy, College of Pharmacy, George Washington University.

RAY C. SCHLOTTERER

Executive Secretary, Federal Wholesale Druggists' Association

Mr. Schlotterer is a graduate of Princeton University with a B. S. in Chemistry. He attended Columbia University Graduate School (Economics) and Northwestern University (National Institute for Commercial and Trade Organization Executives).

He is a former Secretary of the Drug, Chemical and Allied Trades Section New York Board of Trade. Currently, Mr. Schlotterer is Secretary and Treasurer of the National Drug Trade Conference and a member of the Steering Committee, Bureau of Education on Fair Trade.

He has also served as the Director of American Foundation for Pharmaceutical Education and on the Advisory Council of the Health News Institute.

His thorough knowledge of the wholesale drug field makes him an authority on the subject of wholesaler-retailer distribution.

DR. AUSTIN SMITH
President, Pharmaceutical Manufacturers Association

Dr. Smith, since 1941, has served in various capacities with the American Medical Association—with the AMA Council on Pharmacy and Chemistry until 1949 and as Director, Division of Therapy and Research, during the same period.

1949 he was named Editor and Managing Publisher of the Journal of the American Medical Association and Editor-in-Chief and Managing Publisher of the Scientific Publications of the American Medical Association.

Since 1953, Dr. Smith has been Executive Editor of the World Medical Journal and since 1954 has served as Chairman of the Board of the U. S. Committee, World Medical Association.

He was appointed full-time President of the Pharmaceutical Manufacturers Association in April of this year, and quite recently, President of the Health News Institute.

Dr. Smith who is a native of Ontario, Canada, has been an American citizen since 1943. He took his medical degrees from Queens University, Faculty of Medicine, Kingston, Ontario. He is author and editor of a number of scientific books and is affiliated with several medical and scientific groups.

RALPH M. WARE, JR.
Secretary, Virginia Board of Pharmacy

Ralph M. Ware, Jr., is a graduate of the Medical College of Virginia School of Pharmacy with a B. S. degree.

Mr. Ware has had diversified pharmaceutical experience. He has had experience in retail pharmacy and was a medical service representative for Eli Lilly and Company. He was appointed Secretary-Treasurer of the Board of

Pharmacy of Virginia in 1952 and serves as the Board's Administrative Officer.

He has assisted materially in the recent revisions of the Virginia Pharmacy and Drugs Act enacted by the Virginia Legislature.

Mr. Ware is past chairman for the Boards of District No. 2 which includes Maryland. He is presently Chairman of the Bureau of Law Enforcement of the National Association of Boards of Pharmacy. He is also Chairman of the Resolutions Committee of the N.A.B.P.

He has served in various executive capacities in the Virginia Pharmaceutical Association up until his appointment as Secretary-Treasurer of the Board.

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Program 7

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Registration in the Lobby

MONDAY, JUNE 29—FIRST SESSION—HUNT ROOM

2:00 P.M. Convention Call to Order—President Frank Block
Opening Remarks—President Block
Communications
Committee Reports
Treasurer's Report
Secretary's Report
Report of the Board of Pharmacy—Francis S. Balassone, Secretary of the Maryland Board of Pharmacy
Report on the School of Pharmacy, University of Maryland, Dr. Noel E. Foss, Dean
Announcements
Adjournment

ENTERTAINMENT FEATURES:

5:00 P.M. Parke, Davis & Company exhibit of original paintings: "History of Pharmacy". Ballroom
5:00 P.M. Cocktails—Ballroom
8:30 P.M. Showing of 1958 Convention Pictures at the Pool, George M. Brandt.
9:00 P.M. "An Evening in Paris". French night. Prizes for best costumes. Dancing, refreshments, prizes. At the Pool.
In case of Inclement Weather—Entertainment will be held in the Ballroom.

TUESDAY, JUNE 30—SECOND SESSION—BALLROOM

11:00 A.M. Call to Order, President Frank Block
Early Bird Attendance Prizes
Invocation
Welcome by Daniel F. McDevitt, Mayor, City of Reading.
Address of President Frank Block
Prize Drawings
Panel Presentation, "Pharmacy's 25 Year Plan", Moderator: Louis E. Kazin. Panelists: William S. Apple, Robert E. Abrams, Ralph M. Ware, Jr.
Announcements
Prize Drawings
Adjournment

ENTERTAINMENT FEATURES:

Golf Tournament—All Day
3:00 P.M. Water Show at the Pool. Sports and Games
3:30 P.M. Dancing Instructions at the Pool
8:30 P.M. TAMPA Presents: "A Day at the Races", followed by Monte Carlo Games. Prizes Galore. Refreshments. Ballroom.

Convention

UTICAL ASSOCIATION

rs' and Ladies' Auxiliaries

A—JUNE 29, 30 AND JULY 1, 2, 1959

WEDNESDAY, JULY 1—THIRD SESSION—BALLROOM

11:00 A.M. Call to Order—President Frank Block
Presiding—First Vice President Gordon A. Mouat
Early Bird Attendance Prizes
Panel Presentation, "Pharmacy's 25 Year Plan"
Moderator: Louis E. Kazin
Panelists: W. Paul Briggs, Austin Smith, Ray C. Schlotterer.
Announcements
Prize Drawings
Adjournment

ENTERTAINMENT FEATURES:

11:00 A.M. LAMPA Brunch Annual Meeting—Gifts—Dining Room
2:30 P.M. Fashion Show, "Fashions on the Riviera", by Hutzler Brothers—Dining Room
4:00 P.M. Games and Sports at the Pool
9:00 P.M. Floor Show and Dancing. Buffet Refreshments. Prizes. Ballroom

THURSDAY, JULY 2—FOURTH SESSION—BALLROOM

11:00 A.M. Call to Order—President Frank Block
Early Bird Attendance Prizes
Communications
Memorial Services
Report of the Nominating Committee
Election of Officers and Members of the Executive Committee
Election of Three Nominees for Appointment of One to the State Board of Pharmacy
Report of the Committee on Resolutions
Prize Drawings
Old Business
New Business
Announcements
Prize Drawings
Adjournment of the Convention
11:00 A.M. TAMPA Annual Meeting—Hunt Room
2:30 P.M. Meeting of MPA Officers and Executive Committee—Conference Room

ENTERTAINMENT FEATURES:

3:00 P.M. Ball game, Pill Rollers vs. Pill Peddlers
6:00 P.M. Cocktail Hour
7:00 P.M. Annual Banquet and Dance, Pharmacy Week Awards, Installation of Officers
12:30 A.M. Farewell Party

PLEASE NOTE:

Cocktail Parties on Monday and Thursday are through the courtesy of the following: Calvert Drug Company, Henry B. Gilpin Company, Loewy Drug Company, Muth Brothers and Company, and Washington Drug Exchange.

Donors of other gifts, prizes and favors shall be announced throughout the events of the Convention.

School of Pharmacy, University of Maryland, News

ANNUAL MEETING, ALUMNI ASSOCIATION, SCHOOL OF PHARMACY

The Annual Meeting of the Alumni Association of the School of Pharmacy of the University of Maryland was held at the Kelly Memorial Building on May 10, 1959.

President Samuel Portney welcomed the members and friends and presented his annual report. Victor H. Morgenroth Jr. as General Chairman, presided when the reports of Standing and Special Committees were received.

Mrs. Frank M. Budacz reported finances in splendid condition, presented a detailed report of receipts and expenses, which report had been examined by the Auditing Committee.

Secretary Frank J. Slama read special communications and Dean Noel E. Foss gave a short resume of activities in the School of Pharmacy.

Reports were received from the following Standing Committees:

Executive Committee—
H. Nelson Warfield, Chairman

Program Committee—
Milton A. Friedman, Chairman

Ticket Committee—
George Stiffman, Chairman

Entertainment Committee—
James P. Cragg, Jr., Chairman

Place and Arrangement Committee—
Sam A. Goldstein, Chairman

Publications Committee—
B. Olive Cole, Chairman

Deceased Members Committee—
Francis S. Balassone, Chairman

Student Recruiting Committee—
H. Nelson Warfield, Chairman

Membership Committee—
Arnold L. Dickman, Chairman

Kelly Memorial Committee—
Simon Solomon, Chairman

Honored Alumnus Committee—
Joseph Cohen, Chairman

Dr. Leahmer M. Kantner was chosen as the Honored Alumnus of the Association and will be feted at the Annual Banquet of the Association on June 4, 1959 at the Emerson Hotel.

The report of the Student Recruiting Committee by H. Nelson Warfield, was received with enthusiasm. He reported that the recruitment program had been presented in 1958-59 to 2250 additional students in 27 more high schools in Maryland. A special closed circuit T.V. presentation in Hagerstown was monitored to 7 high schools. Much favorable publicity resulted from this special program in various drug publications. Student interest was reported as extremely high by Miss Catherine Beachley, Supervisor of Guidance, Board of Education of Washington County, Maryland. Mr. Arthur Harbaugh, a member of the State Board of Pharmacy, arranged for the presentation of the program.

Chairman Samuel I. Raichlen of the Student Aid and Scholarship Committee reported that 25 applications had been received from students for scholarships in the entering class of 1959-60 of the School of Pharmacy. This group is being screened by the committee and 12 entering students will be selected to received scholarships for 1959-60, amounting to approximately $400.00 annually. The names of the recipients and the donors will be listed at a later date in the Pharmaceutical Journals.

The School of Pharmacy requested and the Association voted that $400.00 be given to match money received for scholarships from the American Foundation for Pharmaceutical Education; and also for a donation of $125.00 to the School of Pharmacy to provide a luncheon for the orientation exercises of the entering class of 1959-60.

Members of the senior class and candidates for graduate degrees in the School of Pharmacy were elected to membership.

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STORE PROMOTION AND DESIGN DEPARTMENT . . . Full time store design staff—exteriors, interiors, remodeling, display, traffic control.

EASY ORDER CHECKING . . . Clear, legible Univac invoices accompany every order.

GILPIN TIPS . . . Weekly, printed clearing house of Rx News, price changes and deal information.

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WEEKLY SALESMEN'S CALLS . . . Stock checking, help with inventory control, deal and product information.

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The following were elected Associate Members:

Mrs. Dorothy Austin
Dr. Fitzgerald Dunning
Reuben Israelson
Philip Levin
Leo C. Muth

Mr. David L. Brigham, Executive Secretary of the General Alumni Association of the University of Maryland was elected an Honorary Member of the Alumni Association of the School of Pharmacy.

Upon presentation by the Nominating Committee, the following were elected as officers for 1959-60:

Honorary President—Emory G. Helm
President—Victor H. Morgenroth, Jr.
First Vice-President—Irving I. Cohen
Second Vice-President — James P. Cragg, Jr.
Executive Secretary—Frank J. Slama
Treasurer—Mrs. Frank M. Budacz

Executive Committee

Samuel Portney, Chairman
John F. Neutze
Sam A. Goldstein
Milton A. Friedman

Ex-Officio Members

Noel E. Foss
B. Olive Cole

A social hour, with refreshments, was planned and served by the Place and Arrangements Committee following the business meeting.

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Maryland Pharmaceutical Association

Baltimore Metropolitan Pharmaceutical Association

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SKIN MOISTURIZING AGENTS

By B. F. Allen*

According to recently compiled data, the total surface area for an average man is 1.8 square meters or 20 square feet; this area of skin will weigh about 4 kilograms or 8.8 pounds and its volume will be 3600 cubic centimeters or 3.7 quarters. Since much of this extensive surface is constantly exposed to the elements, the "aging" process is hastened, resulting in a dry skin.

Dry skin correction is a major goal of pharmaceutical and cosmetic formulation, and this has long involved the use of emollients. The latter term is usually defined as those substances which are "employed as protectives and as agents for softening the skin and rendering it more pliable". Examples of emollients are vegetable fats, animal fats, hydrocarbons, and waxes. However, it has been reported that the development of dry skin is more complex than a simple deficiency of natural oils, and a process for the relief of dryness which is directed simply towards the replacement of natural oils may not necessarily accomplish its purpose.

In a recently proposed theory, water deficiency in the stratum corneum (the outermost layer of the skin, also known as the horny layer), rather than a deficiency of natural oils, is responsible for dryness and brittleness of skin. Therefore, the ability of a preparation to prevent or relieve dryness appears to be a function primarily of its ability to increase the water content of this skin layer.

The oily or lubricating property of a preparation does not serve to relieve dryness except in so far as it helps protect the skin and to make the skin surface smoother. A formulation for the relief of dryness should contain an agent which will form a relatively occlusive, continuous film on the skin, thus helping to prevent the loss of water from the skin, or an agent which will help attract water to the skin from the environment.

How well a product relieves or prevents this "dryness" from occurring depends upon its ability to maintain the water content of the stratum corneum. It has been reported that glycerin in such products aids the skin in attracting water from the environment or in lowering its evaporation rate.

Recently, it has been stated that any material applied to the skin fills in the interstitial spaces in the horney layer. If such materials retard moisture evaporation from the surface of the skin by forming an occlusive film, or if they absorb moisture from the air and add such moisture to the stratum corneum, or if such materials retard moisture loss from the skin by virtue of their emulsifying ability, or ability to take up water, then these materials are "Moisturizing Agents".

The authors of the aforementioned statement concluded from their investigations that the materials which retard moisture loss from the skin most effectively are primarily the water insoluble non-surface active fatty or oily compounds.

Glycerin, propylene glycol, sorbitol solution, carbitol[1], liquid polyethylene glycols and other similar substances have been widely used as moisture stabilizing agents or humectants. The humectants are materials that exhibit the property of absorbing water from moist air. They extract water from the air until a given dilution is attained, depending upon the nature of the humectant and the amount of moisture in the air.

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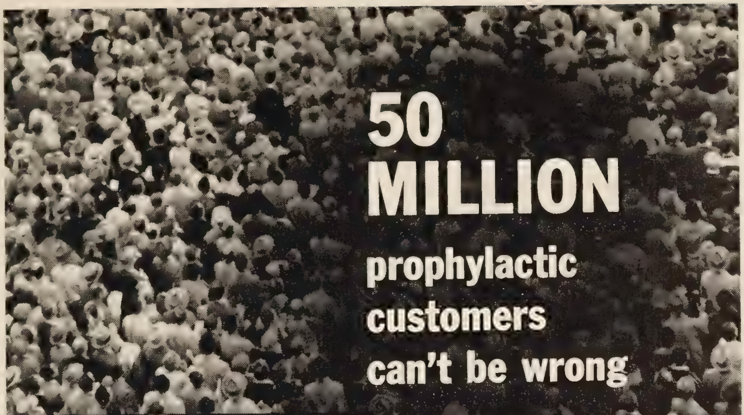
*Associate Professor of Pharmacy, University of Maryland

[1] diethylene glycol monoethyl ether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The above provides an explanation of why glycerin preparations, etc. prove beneficial for chapped skin. These preparations in drying leave a film on the skin which, within a short period of time, creates an "equilibrium moisture" situation.

Currently, several cosmetic manufacturers are emphasizing the importance of this idea with the following statements: (1) cream imparts fresh dewiness to the skin and helps retain the natural freshness, (2) it's the moisture in the many layers of the skin that keeps young complexions young, (3) a new product said to maintain the moisture balance of the skin, (4) as the product moisturizes the skin, it gives a dewy-fresh look, (5) the new, secret, scientific element that rejuvenates tired, dry, aging-too-soon skin with moisture balance, (6) the newly discovered nutrient which helps to revive the youthful ability of the skin to hold moisture, and (7) a hair dressing that moisturizes the scalp and stops dryness.

ROCHE'S PLAN OF MERIT

On May 18th, Roche Laboratories, Division of Hoffmann-LaRoche, Incorporated, mailed a free bottle of Tigan capsules to every pharmacy in the United States. We understand that Roche intends to follow this plan with each new product it introduces. This commendable procedure should be adopted by all pharmaceutical manufacturers as a standard service. No doubt it would be appreciated by all pharmacists. Have you dropped Roche Laboratories a line thanking them for the free package of Tigan and letting them know what you think of their plan?

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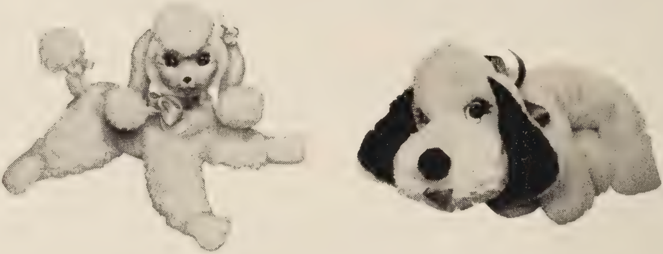

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Volume 17 **MAY, 1959** **No. 10**

T.A.M.P.A. PRESIDENT'S CONVENTION MESSAGE

JOSEPH MUTH, President, T.A.M.P.A.

Dear Members of T.A.M.P.A.

As we near our 77th Annual Convention of the Maryland Pharmaceutical Association and our own TAMPA 43rd convention meeting, I would like to bring you up to date on what to expect this year.

Just recently I visited Galen Hall and the vast improvements are almost unbelievable. This hotel has been completely remodeled with all the rooms freshly painted and each room now has a private bath. The cabins now all have picture windows, so you can enjoy the view even more.

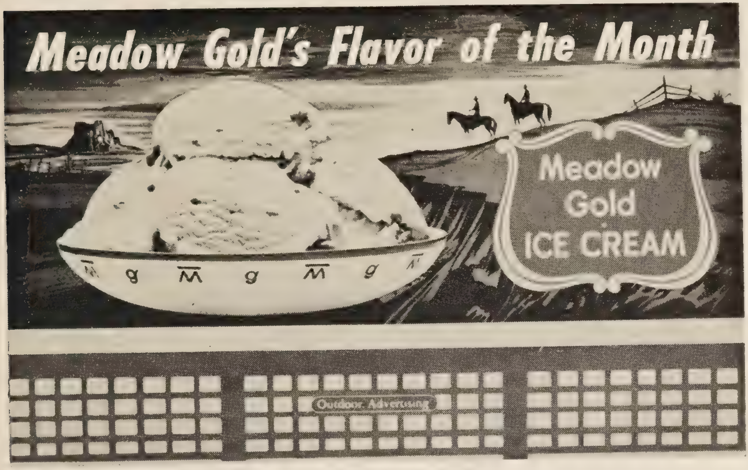
This year our TAMPA show will be held on Tuesday evening, June 30th, and our entertainment chairman, Albert Heydemann, has worked hard with his committee to present a top notch program.

On Thursday, July 2nd, we will have our annual TAMPA convention meeting at 11 A.M. At this meeting the nominating committee will present its new slate of officers for the coming year.

To the Maryland Pharmaceutical Association the TAMPA extends best wishes for a successful and enjoyable 77th Convention, and we of the Travelers promise our wholehearted support to our parent organization.

Hope to see you all at Galen Hall.

Cordially,
JOE MUTH, President T.A.M.P.A.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TAMPA MAY MEETING OUTSTANDING

The monthly luncheon meeting for May was held on the 2nd at the Park Plaza Hotel. In the absence of President Muth, first Vice-President Albert Heydemann presided and handled the gavel admirably.

This was a particularly interesting and enlightening meeting. Much credit goes to those responsible for obtaining as the guest speaker, the Cuban Consul Dr. Jose Pulido, and his interpreter Mr. Ruben Ares. Dr. Pulido did not present a formal speech, but rather offered a question and answer format. He insisted that the TAMPAN's ask any and all questions concerning Fidel Castro, the Cuban Revolt, the Panamanian Revolt, and/or any and all questions pertaining to the Cuban government regardless of their personal or embarrassing nature. The TAMPA boys responded as you might expect. They wanted to know "What happened to Willie Miranda? Did your government inspire or support the Panama invasion? How much financial aid did the Communist Party contribute to the Castro Revolution?" These are but a few of the questions asked of Dr. Pulido. It is the writer's opinion that everyone present was convinced that Dr. Pulido gave forthright and honest answers to all questions. Dr. Pulido admitted there was a Communist element in Cuba, but assured one and all that they were a minority and played a very insignificant role. He also assured one and all that "Willie was not involved in the political "hassle" and that his delay in reporting to the Oriole training camp was self-occasioned."

SHORT NOTES

We are sorry to hear of the demise of Morris Brager's father.

Bernie Appel became a father for the fifth time. The score is now four boys and a girl.

Tom Kelly is now a grandfather through the efforts of his son Michael, and daughter-in-law Sandy This pleases Tom but he resents being married to a grandmother.

At their recent annual banquet, the Restaurant Association of Maryland presented their Award, which is given annually and is presented to the purveyor who has contributed most to the advancement of the Association, to Dorsey Boyle. Congratulations are in order to Dorsey who certainly is deserving of this recognition.

DRIVE CAREFULLY

Traffic accidents on U. S. highways during 1958 caused more than 2,825,000 injuries although deaths decreased five per cent, according to statistics compiled by The Travelers Insurance Companies.

The record number of injuries represented a 12 per cent increase during the year over the 1957 totals—more than twice the percentage increase of a year ago.

Highway deaths for the year totaled 36,700. Travelers estimated that for every highway fatality there were 77 injuries.

In its annual traffic safety booklet, "The Luckless Legion," published annually since 1931 except for the war years, The Travelers Insurance Companies estimated that more than 60,000,000 Americans have been killed or injured since the advent of the automobile.

During the past year drivers under 25 were involved in 27.1 per cent of all fatal accidents and more than 20 per cent of non-fatal crashes, the report pointed out. This record was compiled by a group which constitutes at best only 14 per cent of all licensed drivers, the report emphasized.

Passenger cars were involved in almost 80 per cent of the fatal accidents and 87 per cent of the non-fatal accidents. The Travelers report estimated that although total mileage traveled by commercial vehicles is almost that of passenger cars, private cars became involved in four-fifths of the fatal crashes and seven-eights of the non-fatal accidents.

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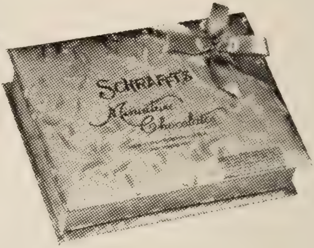

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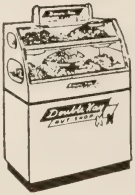

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-: NEWS ITEMS :-

PRESCRIPTION PRICING PROGRAM AVAILABLE

The biggest bargain today is Prescription Pricing. A strip film and discussion entitled "What Price Your Life" suitable for presentation at Lions, Rotary, Kiwanis, and other civic club meetings has been prepared by McKesson & Robbins and is available on request.

More than three million people today owe their lives to improved care made possible by medical research.

There are some people who unjustly criticize the pharmacist on the price of prescriptions, the report states. "Some people will scream at an $8 or $12 prescription for one of the miracle wonder drugs which will clear up pneumonia at home in less than two weeks. In 1900, pneumonia was the leading killer in the United States," according to the film. "Pneumonia a few years ago would hospitalize a person for five weeks with a period of convalescence with doctor, nursing bills, plus loss of earnings . . . all this would come to approximately $1000. Just think in 1900, the life expectancy was 40 years. Today the life expectancy is 70 years . . . thanks to medical research.

The film presentation will be made only by McKesson Division managers or sales managers. The presentation requires 20 minutes time. Arrangements for dates should be made in advance and may be addressed to any McKesson division. This film is good for drug clubs and civic meetings.

BALLAMER BENNY

F. A. Davis and Sons, originators of the Ballamer Benny cigar department merchandising promotional program, entertained participants in the plan at the studios of WBAL on May 6th.

James A. Davis, Sales Manager, gave a factual and inspirational talk on the Ballamer Benny program. He reviewed the results that had been obtained to date and emphasized the need for a good cigar department, well planned and constantly promoted. He pointed out that Ballamer Benny could grow in stature and strength with the full cooperation of the independent retailer.

The evening was successfully concluded with a sports quiz contest with quizmaster Joe Croghan, Baltimore's well known sportscaster, serving as Master of Ceremonies. The winners were awarded valuable prizes and refreshments were served to all.

ARTHRITIC CAMPAIGN

The first concentrated effort to supply all arthritics in Maryland with free medically approved information will get under way July 1st and extend throughout the month.

The official program will begin with a registration for arthritics. Local residents suffering from any type of arthritis will be urged to register their names at neighborhood pharmacies displaying official registration posters.

This program is being co-sponsored by the Maryland Chapter of the Arthritis and Rheumatism Foundation and the Maryland Pharmaceutical Association.

Your Pharmaceutical Association is greatly interested in this project, because, of all the voluntary health agencies only arthritis deals with diseases which offers pharmacists an opportunity to sell medications directly to the registrants. Pharmacists, for example, cannot see any direct relationship with tuberculosis, cancer and polio, but we can understand the relationship between arthritis and our steroid sales. For this reason, in addition to the public relations and public service opportunities, there is a natural association

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between us and the Arthritis Foundation.

The Medical Committee of the Arthritis Foundation states, "Too many arthritics are needlessly crippled because they lack understanding and proper treatment. It is our objective to help fill this need and to alleviate as much suffering as possible."

A registration of this kind has never been conducted before in Maryland. Similar registrations have proven to be very effective in other areas throughout the United States.

Posters and registration cards will be delivered to all drug stores in the state by June 30th. Display these immediately to take advantage of an intensive newspaper, television and radio campaign that will urge all arthritics to go to their neighborhood pharmacy.

PUBLIC ATTITUDES ON DENTAL CARE

The general public has a high opinion of dentists and is aware of the importance of preventive dental care, but many people still fail to see their dentists as often as they admit they should.

This is the main conclusion of "The Public Looks at Dental Care," a research report by Eliot Freidson and Jacob J. Feldman based on a survey by the University of Chicago's National Opinion Research Center in cooperation with Health Information Foundation.

In the survey a representative cross-section of the American public was interviewed on a broad range of topics in the health field, including the subject of dental care. Asked to rank selected occupations according to prestige, this group placed dentists second only to physicians, ahead of pharmacists, hospital nurses, lawyers, and public school teachers.

Moreover, 88 per cent of the persons interviewed said that semi-annual or annual visits to a dentist were a good idea even when nothing seemed wrong. Even so, the N.O.R.C.-H.I.F. research report states, "a large segment of the public—32 per cent—reported that neither they nor any other member of the family had been to a dentist during the year preceding the interviews. . . There is, therefore, a distinct discrepancy between what the public knows to be good practice and what it actually does."

The amount of dental care received varies directly according to income and how much education a person has had. Regular dental care is much more common among families whose main wage earner is in business, the professions, clerical, or sales work than it is among families of semi-skilled, unskilled, or domestic workers and farmers. Thus economic and educational factors seem important in determining how much dental care families receive.

Persons who admitted they had failed to get necessary dental care stressed three main reasons: cost ("Couldn't afford it," "Hated to spend the money"); negligence ("Just didn't get around to it"); and fear ("Dread it," "It hurts too much").

"This does not mean, of course, that the economic factor is of no significance at all," commented the N.O.R.C.-H.I.F. study. "If some program made dental care financially easier to obtain, there is no doubt that some of the discrepancy between knowledge and practice concerning regular dental examinations would be reduced."

NOTICE

"The Maryland Pharmacist" is mailed directly by the printer. Every effort is made by the Association and the printer to avoid errors in the mailing list. In case you are not receiving your copy of the journal, or are receiving more than one copy, please notify the Association office.

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RHO CHI INITIATES FOURTEEN

Omicron chapter, Rho Chi Society, Pharmacy Honorary Fraternity had their annual Dinner Meeting and Installation of New Members at Gannon's Restaurant on Tuesday, April 14th. The guest speaker of the evening was Mr. Frank Block, Pharmacy 1924, President of the University of Maryland Alumni Association who was installed as an alumni member of the society. His topic was "Pharmacy—Past and Present". The following new members were elected and installed into the society:

Juniors
  Henry Joseph Glick
  Ronald Goldner
  Morton David Richman
  Martin Chaim Shargel
  John David Warthen, Jr.
Seniors
  Stanley Leonard Becker
  Herbert A. L. Sachs
Graduates
  Stephen B. Kistler
  Charles Simon Kumkumian
  Vithalbhai C. Patel
  Thaddeus Paul Pruss
  Cristopher Richard Tamorria
  Venkatraya B. C. Shenoy
Alumni Member
  Mr. Frank Block

GRADUATE STUDENT WINS FIRST PRIZE

Mr. Robert Havranek, Graduate Student in Pharmaceutical Chemistry, was first prize winner in this years Lundsford-Richardson Contest. The contest is sponsored by Vick Chemical Company and is divided into two divisions, an undergraduate and a graduate division. Students in the graduate division submit as their entry research which they have conducted as a graduate student in a school of pharmacy. As first prize winner, Mr. Havranek received a check for $500 and the School of Pharmacy also received a check for $500. Mr. Robert Havranek completed the research which was submitted as his entry under the direction of Dr. Norman J. Doorenbos, Associate Professor, Pharmaceutical Chemistry, as partial fulfillment of the requirements for the Master of Science Degree. His entry was entitled, "Synthesis of Potential Cancer Chemotherapeutic Derivatives of 3-Aminocholestane". This is the first winner that the School of Pharmacy has had. Dr. John Sciarra, Ph. D. 1957 was an honorable mention winner three years ago.

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The Convention

(DOTS ALL)

GILT EDGE PHOTO

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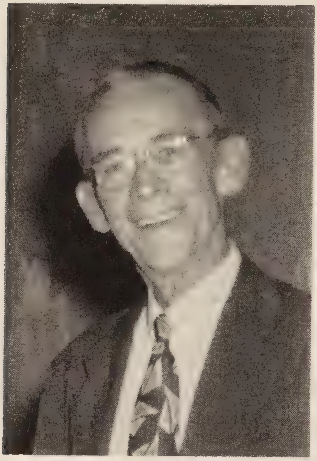

EMORY G. HELM

All of Pharmacy in Maryland mourn the death of Emory G. Helm on May 28, 1959. He had served as Secretary-Treasurer of the Travelers Auxiliary of the Maryland Pharmaceutical Association since 1929.

Emory Helm was born on January 15, 1885, in Ellicott City, Maryland. He became a registered pharmacist in 1908. He was employed as a pharmacist at Norton's Pharmacy in Ellicott City and later worked for Thomas and Thompson in Baltimore. He joined Sharp and Dohme in 1916 and served as a sales representative until his retirement in 1950.

Emory Helm was a faithful and tireless worker in behalf of all pharmaceutical activities. As Secretary of the TAMPA, he was always ready to contribute fully of his time and efforts to insure the success of every Maryland Pharmaceutical Association Convention. He worked hard to see that the registration desk and the prize committee at Conventions were properly staffed.

He was also a member of the Masonic Order and served as Secretary of the Wedgewood Club from 1926 to 1952. He was elected as an Associate Member of the Alumni Association of the School of Pharmacy, University of Maryland, and held membership in the Baltimore Veteran Druggists Association.

Emory Helm was a devoted family man. His survivors include four Daughters and seven grandchildren.

The Maryland Pharmaceutical Association and all associated with Pharmacy in Maryland profoundly feel his loss.

FREDERICK W. SCHULTE, JR.

Maryland's dean of practising pharmacists, Frederick W. Schulte, Jr., died on May 27, 1959. Mr. Schulte was born on April 29, 1877.

Upon his death he was still operating "Baltimore's Oldest Drug Store" which had been founded by his father, Frederick W. Schulte, in 1853.

He was a Mason, a member of the Shrine and of the Hundred Club of the Boumi Temple.

Mr. Schulte was a loyal supporter of the profession of pharmacy. He held membership in the Maryland Pharmaceutical Association and the Baltimore Metropolitan Pharmaceutical Association.

He is survived by a son, William A. Schulte.

"I am the resurrection and the life: he that believeth in me, though he were dead, yet shall he live: and whosoever liveth and believeth in me shall never die."

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Dosage: Three or four tablets or one packet, three or four times a day.

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1. Siver, Robert H.: Current Medical Digest, Vol. XXI, No. 9, September 1954.
2. McGivney, John: Texas State Journal of Medicine, Vol. 51, No. 1, January 1955.
3. Frykman, Howard M.: Minnesota Medicine, Vol. 38, No. 1, January 1955.

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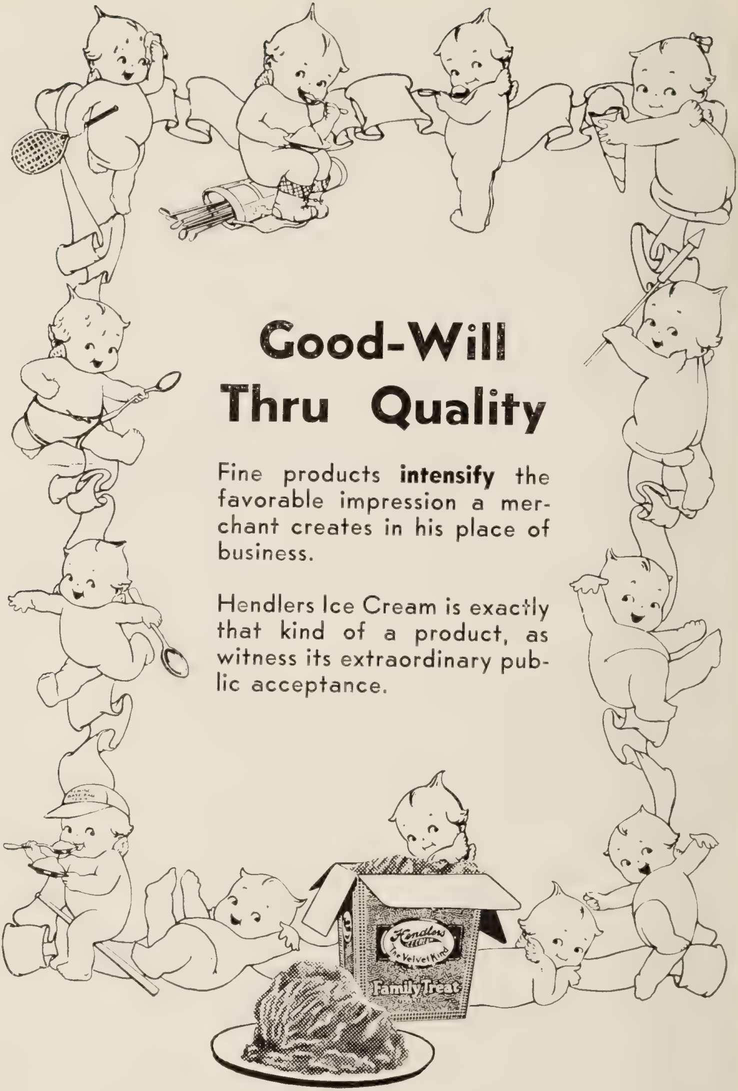
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VOLUME XXXIV JUNE, 1959 No. 9

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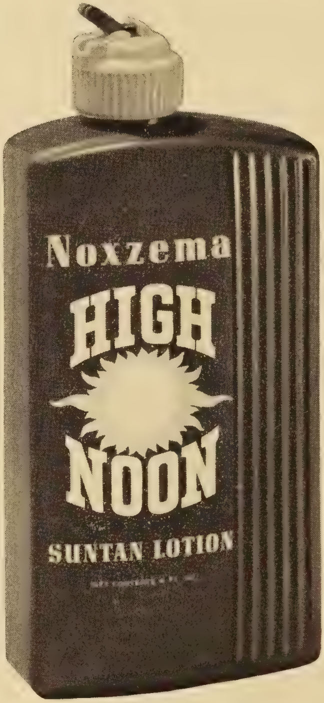
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The Maryland Pharmacist

MARYLAND PHARMACEUTICAL ASSOCIATION
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SAratoga 7-0746

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VOLUME XXXIV **JUNE, 1959** **No. 9**

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. . . Editorial . . .

WELCOME FELLOW PHARMACISTS

We extend hearty congratulations and best wishes to the 1959 graduating class in Pharmacy, U.S.A. We extend particular greetings and welcome to the graduating class of the University of Maryland School of Pharmacy. We hope for each and everyone of you, a successful career no matter what line of endeavor you choose to follow.

Pharmacy is a time-honored profession. Those who have gone before us have laid a solid foundation of usefullness which has earned us the utmost of respect from the community we serve. We of the present must cherish our heritage and build for the future so that posterity shall some day look upon us with pride and honor in the same light as we reflect upon our forebearers.

The practice of Pharmacy is good to those who are good to Pharmacy. It should never be looked upon as a "love's labor lost." Those who have chosen unwisely, or who have found themselves unsuited to the calling, should adjust themselves rather than follow a course of criticism and condemnation the rest of their lives resulting in a life of unhappiness and misery.

Indeed, Pharmacy has its faults and problems. What hasn't? On the whole, however, it is a gratifying vocation. Aside from its dedicated service to the health and welfare needs of the community, Pharmacy offers many opportunities in its diversified practice—research, teaching, selling, management, administrative, writing—all specialties and challenging within themselves. The field is wide open with opportunities galore for those showing initiative, ambition and an aptitude to work. The starting remuneration is not bad either considering other professions and the fact you do not have to stand in line to get employment.

Upon graduation, graduates of the University of Maryland School of Pharmacy were given complimentary memberships in the Maryland Pharmaceutical Association, the Baltimore Metropolitan Pharmaceutical Association, and the Alumni Association for the balance of the calendar year. Those memberships entitle the holder to all the rights and privileges of the Associations named. These memberships should not be taken lightly. Organization activity is a must in these changing times. Local, State, and National pharmaceutical associations can well serve as perpetual extension courses in your chosen field. Daily advances in Pharmacy demand constant education. An informed public is also demanding.

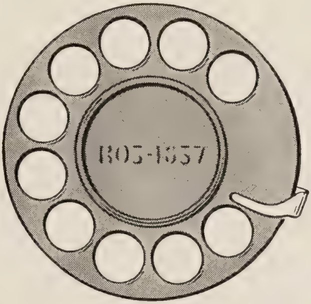
As a member of the family pharmaceutic you will learn, as time goes on, that loyalty and devotion to the cause of Pharmacy will be rewarding. You will experience a true sense of satisfaction in knowing that you are giving your conscientious best in the performance of your duties as a trusted member of the health team, entrusted with the ministration of health-giving drugs and supplies to both the well and the sick.

Associates, both fellow-pharmacists and employer, are alert to recognize effort and loyalty. He who measures his efforts and limits his duties is also limiting his progress. Promotions, salary increases, bonuses and fringe benefits unquestionably come to those who are deserving of it. *Sow well and ye shall reap a bountiful harvest of success.* The adoption of good habits in the young formative stages of a career is a sure formula for a full and rewarding life.

The office of both the Maryland Pharmaceutical Association and the Baltimore Metropolitan Pharmaceutical Association stand ready to assist you at all times. Feel free to avail yourself of these services at all times without hesitation.

℞ EMERGENCY?

Just call your Merck wholesaler to get the prescription chemicals you want—when you want them. He's as near as your phone to help in case of ℞ emergencies. His warehouse facilities for Merck Prescription Chemicals serve as an inexhaustible addition to your own stockroom. Remember, service is his business just as the production of quality chemicals is ours.



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MARYLAND

Calvert Drug Company	Baltimore 18
The Henry B. Gilpin Co.	Baltimore 3
Loewy Drug Co., Inc.	Baltimore 13
Muth Brothers & Co.	Baltimore 3

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prospects for

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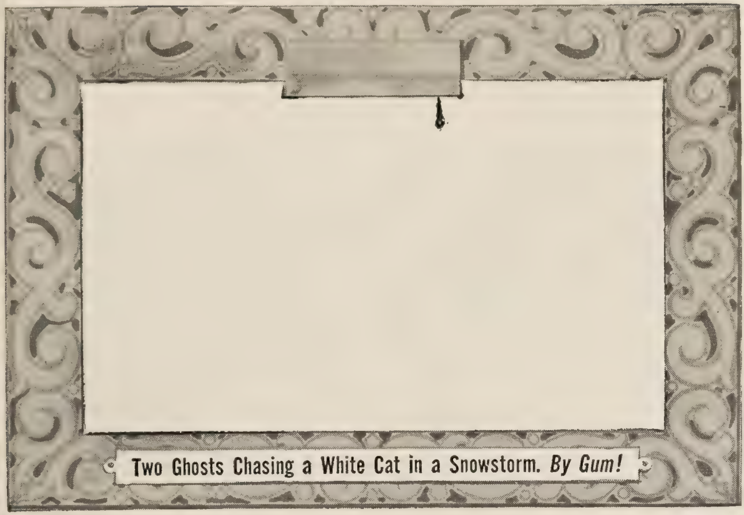
Two Ghosts Chasing a White Cat in a Snowstorm. *By Gum!*

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PRESIDENT'S MESSAGE

Dear Fellow Pharmacists,

This is my final message as President of the Maryland Pharmaceutical Association and by the time you read it the Convention will be a matter for the archives and your new President installed.

In reflecting, I am acutely aware of the cooperation I have received from the officers and executive committee. The executive secretary, without whom the Maryland Pharmaceutical Association could not function properly, and his office force, have performed magnificently. For all this I am very grateful.

The Maryland Pharmaceutical Association is fortunate to have by its side the Travelers and Ladies Auxiliaries who are always ready to serve, and I am appreciative of their effort on my behalf.

I sincerely hope that differences that have arisen during a trying year will not develop into cleavage. Remember that Pharmacy is bigger than individuals and greater than issues, and time will prove the right from the wrong.

Congratulations to the President of the Maryland Pharmaceutical Association—Gordon A. Mouat. My best wishes for a successful year. My congratulations also to President Albert Heydemann of the Travelers Auxiliary and to President Arlene Padussis of the Ladies Auxiliary of the Maryland Pharmaceutical Association. Lastly, I would like to thank all the members of the Maryland Pharmaceutical Association for the honor and consideration they have given me as President.

Sincerely,

FRANK BLOCK,
President

PHARMACY CHANGES

The following are the changes in pharmacies in this State during May:

Pharmacies Opened

Seabrook Pharmacy, 9448 Lanham-Severn Road, Seabrook, Maryland, Peter A. Nicolas and Paul H. Edwards, Proprietors.

Beacon Pharmacy, 4214 Frankford Avenue, Baltimore 6, Maryland, Harvey E. Basik, Treasurer.

Change of Ownership

Samuel Anoff, Anoff's Pharmacy, 1221 Bonaparte Avenue, Baltimore 18, Maryland (Bernard Anoff-Pharmacist) Formerly: Judson Holmes Sencindiver.

Change in Trade Name

Uptown Pharmacy, 4800 Park Heights Avenue, Baltimore 15, Maryland, Alexander Ogurick, Proprietor Formerly: Lavin's Pharmacy.

Drug Fair, Bladensburg Drug Company, Inc., 800 Pershing Drive, Silver Spring, Maryland Formerly: Drug Fair, Medical Science Drug Fair, Inc.

Closed

Piquett's Pharmacy, 3211 Frederick Avenue, Baltimore 29, Maryland, Mrs. Maude B. Piquett.

Laken Drugs, 450 West Biddle Street, Baltimore 1, Maryland, Bernard B. Laken, Proprietor.

Sun Ray Drug Company, Broadway and Orleans Street, Baltimore 31, Maryland.

Watch summer sales climb with a COLLYRIUM deal . . .

up to
54.9%*
return
up to
54.9%*
return

Pep up those lagging summer sales by stocking COLLYRIUM. This fast-moving Wyeth specialty will be in great demand because it provides soothing, refreshing relief for tired, sun-strained eyes.

Take advantage of this COLLYRIUM bonus deal:

WHEN YOU BUY:	**YOU GET:**
116 units	28 units, Free
60 units	12 units, Free
21 units	3 units, Free
11 units	1 unit, Free

Sorry, no assortments

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Talk to your Wyeth Territory Manager about the COLLYRIUM bonus deal and the free eye-catching counter display.

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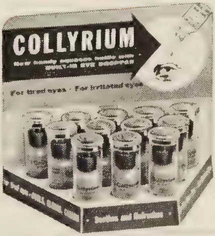
Bottles of 7 fl. oz. with eyecup	.48
COLLYRIUM EPHEDRINE EYE DROPS	
NEW! Plastic squeeze bottles of 4 fl. drams	.33

*Based on minimum direct order



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Prescriptions

The Manheimer Pharmacy at 2502 Eutaw Place focuses attention on its prescription service by a fluorescent lighted luminous ceiling over that department at the rear of store.

Never forget that a CUSTOMER in your store is a PROSPECT for more. As long as you can keep him from stepping out the doorway he is subject to the impressions, attractions and buying impulses of all your merchandise on display.

Here's where you need GOOD INTERIOR LIGHTING to keep interest alive, call attention to specials, provide the atmosphere to linger and look. A study by TODAY'S BUSINESS magazine showed that a drug store *increased its gross business 25%* by raising the lighting level from 24 footcandles to 75 footcandles.

We'll be glad to have one of our Lighting Engineers make a FREE SURVEY and submit recommendations for "Lighting to Increase Your Business". It puts you under no obligation. Just call LExington 9-8000, Ext. 2128.

Baltimore Gas and Electric Company

. . . Fair Trade News . . .

THE FIGHT OR FAIR TRADE

In the hearing rooms of the Congress of the United States may be decided the economic future of the small retailer. The various committees have been holding public hearings so that representatives and interested parties may have an opportunity to express their opinion on the pros and cons of federal control over retail selling.

It is wishful thinking to feel that all of Pharmacy is united behind the effort of the N.A.R.D. and the Committee on Education For Fair Trade. Many Pharmaceutical groups and many retailers groups have publicly expressed their support of HR 1253. However, the public hearings have also heard expressions not favorable to the bill from people who are active in the fields of government, economics, labor and even Pharmacy.

Many congressmen have publicly declared that the great majority of mail received from constituents does not favor the Fair Trade bill. Why is this so?

Can it be possible retailers are so sure the bill will pass they feel it isn't necessary to write?

Can it be possible retailers feel that contributing a sum of money is duty enough for a Federal Fair Trade Act?

Can it be possible retailers feel it will be lost anyway—why bother?

Can it be possible that retailers are content to let the other fellow do it?

All these are possible. Many are probable. The results, so far, speak for themselves.

The time will soon be here when they must cast a vote for or against getting the committee to approve the bill in order that it might be presented publicly to the Congress in open session. To get it approved and out of the Committee is only the beginning of a hard and possibly lengthy fight. But the fight is now. Don't save all your writing paper and telegrams for later. Here is a weapon that is expendable.

The right to tell your duly elected Congressional representatives your feelings about a bill and how you would like him to consider a bill is a right you have again and again. Not just once, but each and every time the issue is raised. In each committee hearing, in each session, on his vacation from Congress or anywhere else you can get him to listen to you or read for himself your comments and wishes. The right to be heard is yours. Use it.

IF YOU WANT FAIR TRADE—
TELL THE CONGRESS.

Write your Senator and Congressman Today.

FAIR TRADE STICKER NOTICES

THE STUART COMPANY—Page 95-B

Item	**F.T.M.**
Mucoplex Tablets—100's	$4.25
Effersyl Powder—9 oz.	3.25
Effersyllium Powder—9 oz.	3.25

PEPSODENT DIVISION — LEVER BROS.—Page 73

Pepsodent Antiseptic—Medium	.37
Pepsodent Antiseptic—Large	.59

EVERSHARP, INC.—Page 57-A

Schick Injector Blades—10's	.59
Schick Injector Blades—20's	.98
Schick Injector Blades—Hydro Magic—18's	$1.10

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School of Pharmacy, University of Maryland, News

BANQUET OF THE ALUMNI ASSOCIATION OF THE SCHOOL OF PHARMACY UNIVERSITY OF MARYLAND

By B. Olive Cole

The 34th Annual Banquet and dance of the Alumni Association of the School of Pharmacy of the University of Maryland was held at the Emerson Hotel on June 4, 1959.

The principal address was by Mr. Richard T. Sanner of Parke, Davis & Company, an alumnus of the School of Pharmacy, Class of 1924.

Thirty-five graduates of the Class of 1924 attended the banquet and were seated at a long table, with Samuel Solomon, the President of the Class of 1924 as the sponsor. They enjoyed the occasion and many such questions as "Do you remember?" were asked during the evening.

Special framed certificates were prepared for five graduates of the Class of 1909, signifying their having graduated fifty years ago. This group included Douglas W. Brown of Greeneville, S.C.; Dr. Robert L. Swain of New York City; Dr. L. M. Kantner, the

ALUMNI OFFICERS AND EXECUTIVE COMMITTEE 1959-60

Seated from left: Samuel Portney, Chairman Executive Committee; Bertha M. Budacz, Treasurer; Dr. B. Olive Cole, Secretary Emeritus; Victor H. Morgenroth, Jr., President. Standing from left: Irving I. Cohen, First Vice President; Milton A. Friedman, Executive Committee; Dr. Frank J. Slama, Secretary; Dean Noel E. Foss; James P. Cragg, Jr., Second Vice President; Sam A. Goldstein, Third Vice President.

recipient of the 1959 Alumni, Honor Award; Charles C. Neubauer and Dr. Henry E. Wich, a former professor in the School of Pharmacy.

The officers elected at the annual meeting on May 10, 1959 were installed at the banquet.

ALUMNI BANQUET ADDRESS

Richard T. Sanner, Class of '24

I want you to know that this is the one honor I have hoped for down through the years (35 in fact)—to come back to my alma mater under such conditions. I cannot find words to express how deeply I appreciate being here as an alumnus of such a great university; also to meet with so many of my own classmates and professors to whom I owe so much and who helped make me a member of our great profession—*pharmacy*.

I think it is most fitting, at this, our alumni association's annual banquet, that we engage in reminiscence, that we appraise the progress in pharmacy in the years that have passed since we were graduated from our alma mater, that we honor our teachers, even ourselves. But this occasion must not pass without honoring our new members and without welcoming to membership in the association, members of the class of 1959. So, I should like now to address the graduating class.

You have completed your formal education in pharmacy. *Soon* you will leave the university to enter upon the practice of pharmacy. And as alumni of the university, you now have membership in this association. As one who was in your position 35 years ago, back in 1924, before any of you were born, I congratulate you on your achievement of graduation in pharmacy, and I welcome you into membership in this association.

This event and the opportunity of being the banquet speaker provide me with the occasion to offer you some small advice from what I have learned over the years.

I hope that these years you have spent at the university have been the *happiest* thus far in your lives. If they have not been, *something is wrong;* and I am sure that, if you do not now look upon them as the happiest, you will come to look upon them so. These years, *demanding* though they have been, should have been the happiest, the most satisfying, the most rewarding, and the richest years of your lives, for through them you now enter upon your profession—pharmacy.

Now that these years are behind you, how do you feel about pharmacy? Soon you will qualify as registered pharmacists and enter upon any one of the several paths open to you within American Pharmacy. You have long looked forward to this day. *Are you ready for it?* Are you prepared for the practice of pharmacy? You are eager for the opportunities, *yes*. But are you as eager to accept the accompanying responsibilities?

I hope that you are eager for the opportunities, and that you willingly accept the real responsibilities that go, inseparably and inevitably, with those opportunities. But I hope, too, that you have a little apprehension along with your eagerness. Put that little apprehension to work. . . *Make it serve you.* . . . *Let it stimulate you* to strive constantly to improve yourselves day-in and day-out, to keep you on guard against *complacency, self-satisfaction, over-confidence,* and other dangerous states of mind that may creep in if we are unaware of them.

Even with all the *instruction* and *supervised experience* that you now have, you have only an introduction to pharmacy. That is all! So you will not be able to practice pharmacy in 1969, in 1979, and in 1989, with the knowledge you possess today. What you now have in the form of technical knowledge is basic to that which you will posses in the years to come, of course. But you have entered one of the most rapidly progressing fields of knowledge and of service, so that you must continue your education. Although the textbooks you have today will be helpful to you in the practice of pharmacy, they are already obsolescent.

You will need and you must provide yourselves with new editions of older works and newer works as these are published. You must continue to be *students, or you will perish.* One of the easiest ways to continue your education lies in participation in the activities of *organized pharmacy, in local, state, and national professional organizations.* But this will have to be on your own initiative: there will be no instructor standing over you to require your meeting a deadline. It will be up to you, yourselves, to fulfill the requirements of a continuing education.

In addition to continuing your education on the basis of self-discipline and of self-criticism, I plead with you for professionalism. By your behavior, by your speech, by your dress, by your personal appearance, and by your attitude toward yourself and toward others, you will be judged by those whom you serve. . . Other *members* of the *health service team, members* of the *community* in which you live, work, and play. The most rapid route to nonprofessional status lies in your failure to look upon yourselves as professional persons, in your failure to dress, to speak, to behave, and to live as professional persons. My plea is for appropriate decorum, not for behavior as stuffed shirts. I plead for dignity and honesty, for the humility of the scientist, for behavior in keeping with responsibilities of professional persons.

Ours is a rich opportunity to serve. It has been said that the pharmacist has a richer opportunity to serve than has any other member of the health service team. That might be debated. but I am sure that the pharmacist has a rich opportunity to serve. . . To serve his colleagues on the health service team, to serve his community, perhaps to an extent greater than any other single person, to serve society as a very important person. But the pharmacist worthy of that status will never flaunt his status as a V.I.P. if he would have the genuine rewards of success in life, in work, in practice. I do not refer to money, to honors, or to publicity: of these you will have your share, and more. I refer to the real values that we all want from the other fellow— the three R's once mentioned by Dr. J. P. Gray, visiting lecturer on medical writing, American Medical Writers' Association. They are not "readin', 'ritin', and 'rithmetic" as we would think of them as school children but respect, reliance, and responsiveness. Let me repeat, these are the real values of life: and you can take them with you!

There is a paradox involved in these, however, if we get them as we all want them, from the other fellow, we first must have them for ourselves . . . self-respect, self-reliance, responsiveness of self to opportunities to serve and to help the other fellow. If we have the three R's of respect, reliance, and responsiveness, for ourselves, if we live them and give them to others, like bread cast upon the waters, they come back manifold.

Will these be yours? They are within your grasp, but not merely for the asking. To have them will take all that you can give, day-in-day-out, week-in-week-out, month after month, year after year, from now on. But, believe me, these are the rewards of life that are worthwhile . . . worth far more than precious gems or other worldly possessions. And I repeat, *you can take them with you.*

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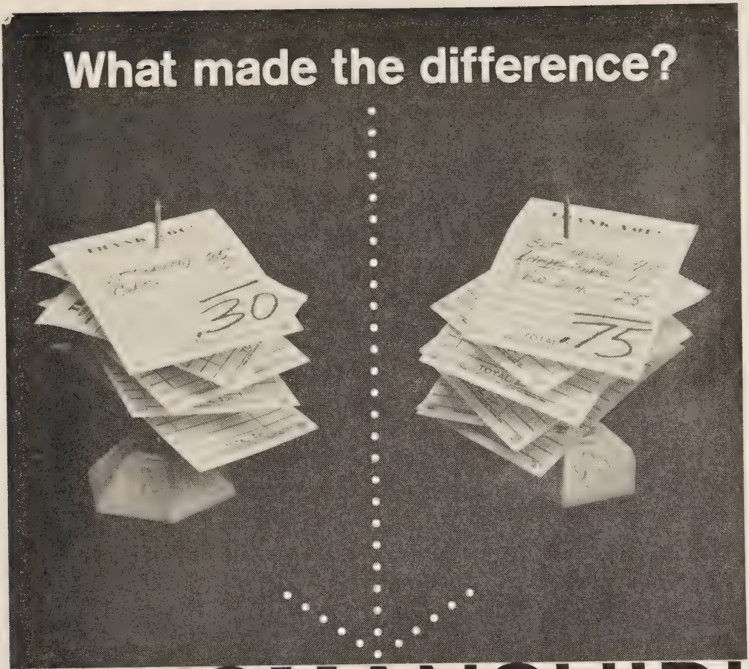

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Sixth Honors Convocation were challenged to spend the next forty years of their lives in developing an educated heart.

Dr. John C. Krantz, Jr., professor of pharmacology and head of the department, was the principal speaker at the convocation, held Wednesday, June 3, at the Westminster Presbyterian Church.

He reminded the graduates that they had spent four years in developing an educated mind, but that it was an educated heart that characterized the great leaders of the world, such as Aristotle, Lincoln, and Christ.

An educated heart, Dr. Krantz said, is marked by what it gives the world—what it contributes to human comfort and happiness. The person with an educated heart has vision, a sense of destiny, loyalty, and charity. He cited men of science, medicine, and pharmacy to illustrate these qualities.

The speaker urged the students to impress indelibly upon their hearts the eternal goodness of the Golden Rule, which would assure them of educated hearts to match the wisdom of their educated minds.

Dr. Krantz's speech preceded the awarding of honors to the following students:

Gold Medal for General Excellence — Murray Charles Spear.

Certificates of Honor — Marvin Frederick Saiontz, Larry Herbert Pozanek, Melvin Chaiet.

The Kappa Chapter, Alpha Zeta Omega Fraternity Prize, to a senior student for proficiency in pharmacology — Alfred Howard Schwartzman.

The Andrew G. DuMez Memorial Prize, a gold medal for superior proficiency in pharmacy — Larry Herbert Pozanek.

The David Fink Memorial Prize, to a senior student for proficiency in the general practice of pharmacy — Murray Charles Spear.

Epsilon Alumnae Chapter, Lambda Kappa Sigma Sorority Prize, to a senior student for proficiency in pharmacy administration — William B. Gray.

The Phi Beta Chapter, Phi Sigma Delta Fraternity Prize, to a member of the senior class who has exhibited the most outstanding qualities of character and leadership during the time spent in college — Alfred Howard Schwartzman.

The William Simon Memorial Prize, for superior proficiency in the field of practical and analytical chemistry — Murray Charles Spear.

The Conrad L. Wich Botany and Pharmacognosy Prize, for exceptional work throughout the course in pharmacognosy — Sheldon Allan Friedlander.

The L. S. Williams Practical Pharmacy Prize, to the senior student having the highest general average throughout the course in practical and dispensing pharmacy — Marvin Frederick Saiontz.

The Merck Award to an outstanding student in pharmacy — Alfred Howard Schwartzman.

The Merck Award to an outstanding student in pharmaceutical chemistry — Melvin Chaiet.

The Bristol Laboratories, Inc., Award to the senior student who has contributed most to pharmacy through extracurricular activities — Eugenie W. Marshall.

The Rexall Drug Company Award to the senior student who has demonstrated outstanding qualities of both leadership and scholarship — Carl Michael Caplan.

SCHOOL OF PHARMACY HOLDS OPEN HOUSE

The School of Pharmacy held an Open House from 7:00 to 10:00 P.M. on Friday, April 10th. Invitations were extended to alumni, students, prospective students and their parents. Over 400 persons attended the Open House. The program is listed below:

Registration
Reception of Guests—Dr. Noel E. Foss

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"Manufacture of Galenical Preparations"
"Manufacture of Some Common Cosmetics"

Research in Pharmacy—Dr. Benjamin F. Allen and Mr. N. K. Patel
"Experiments on Stabilization of Drug Products"

Manufacturing Pharmacy—Dr. Ralph Shangraw, Mr. Edward Marlowe, and Mr. Eugene Reier
"Manufacturing Processes and Equipment Employed on a Commercial Scale"

Movie—"Time for Tomorrow"

Pharmacology—Dr. C. T. Ichniowski
"Effects of Drugs on Heart Action"

Pharmacognosy—Dr. Frank J. Slama
"Name That Drug!"
"Are These Drugs in Your Kitchen?"

Pharmacy Administration—Mr. Dean Leavitt
"Prescription Pricing: Research Surveys"

Zoology and Physiology—Dr. Leslie C. Costello
"The Physiology of Muscle Contraction"

Library—Mrs. Ida M. Robinson
"Foreign and Domestic Pharmacopoeias"

Mathematics—Dr. A. W. Richeson
"Primitive Man and His Mathematics"

Physics—Dr. G. B. Estabrook
"A Day in the Students' Physics Laboratory"

Languages—Dr. Claire S. Schradieck
"The Relation of German and French to the Indo-European Group of Languages"

English—Dr. Adele B. Ballman
"New England Literary Shrines: An Arm Chair Vacation via Film Strip"

Chemistry—Dr. Norman J. Doorenbos, Dr. Frank Avonda, and Mr. Charles Kumkumian
"The Chemistry Curriculum in a School of Pharmacy"
"The Design and Synthesis of New Steroid Hormones"

Microbiology—Dr. Donald E. Shay
"Sterilization and Disinfection"
"Antibiotic Sensitivity"

Refreshments

PHARMACEUTICAL CHEMISTRY COLLOQUIM

The Pharmaceutical Chemistry Department has been sponsoring a series of lectures which have been open to the public and which have been attended by as many as 140 guests. The most recent speakers were Dr. E. J. Lawson of Sterling-Winthrop Research Institute, Rensselaer, New York who spoke on "Chemical Patent Law" on April 15th, Dr. William J. Bailey, Professor of Chemistry, College Park campus who spoke on April 20th on the subject, "Thermal Decomposition of Unsaturated Compounds".

SENIOR TRIPS

Members of the Senior Class were luncheon guests of H. B. Gilpen Company on April 17th. Following the luncheon, they were taken on a guided tour of the company.

On April 22nd, the Senior Class visited the National Headquarters of the American Pharmaceutical Association in Washington, D.C. and the Hospital Pharmacy in the National Institutes of Health in Bethesda, Maryland.

FACULTY NEWS

Dr. Casimir Ichniowski and Dr. Leslie Costello attended the American Federation of Biological Societies' Meeting in Atlantic City on April 13th to 15th.

Dr. Donald E. Shay, Professor of Microbiology, has had a renewal of

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his U.S. Public Health Service Grant for the study of the transfer of pathogenic staphylococci. This grant which is for $7,000. is being used to support studies dealing with the transfer of these organisms from the nose to the environment from one individual to another, and to determine the susceptibility of these organisms toward various antibiotics.

Dr. Norman J. Doorenbos, Associate Professor of Pharmaceutical Chemistry, was guest speaker at Temple University's Rho Chi Society Installation Dinner on May 13th. The subject of his talk was "The Design of New Drugs". On May 22nd, he presented a similar talk before the Chemistry Department of our College Park campus.

ALUMNI NEWS

Dr. John J. Sciarra, Ph. D. Pharmacy 1957, has been promoted to Associate Professor at St. John's University College of Pharmacy.

Mr. Clarence Anstine, B.S. 58 and Mr. Clayton Warrington, B.S. 58, have just completed their training in naval air intelligence at Newport, Rhode Island and were commissioned ensigns by the Navy. They are now stationed in Jacksonville, Florida.

PERSONAL NOTES

Those of you who have missed Paul A. Shields on Station WBAL-TV, Channel 11, will be pleased to learn that Paul is now with Station WRC-TV, Channel 4, in Washington, D. C.

Congratulations to Stanley Felsenberg, School of Pharmacy '54, who recently received his Medical degree from his Alma Mater's School of Medicine. Dr. Felsenberg is interning at Sinai Hospital.

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. CONTRIBUTIONS .

A GUIDANCE TALK FOR HIGH SCHOOL STUDENTS

By B. F. Allen *

Pharmacy is the science and art of preparing from crude vegetable, animal, and mineral substances and chemicals, materials in suitable and convenient form for use as drugs. It also includes the preservation and storage of drugs as well as the compounding and dispensing of drugs and medicines according to the prescriptions written or ordered by physicians.

Pharmacy also embraces the identification and standardization of drugs including the synthesis (putting together) of medicinal chemicals as well as the preparation of biological products.

Pharmacy can be divided into the following classes, or in other words, opportunities exist in these areas:

1. Retail pharmacy (drug stores)
2. Hospital pharmacy
3. Manufacturing pharmacy
4. Industrial laboratories (for control and research work)
5. Colleges of pharmacy (teachers, research workers, and administrators)
6. Federal Government
    a. Army
    b. Navy
    c. Air Force
    d. Public Health Service
    e. Food and Drug Administration
    f. Bureau of Narcotics
    g. Veterans Administration
7. The States employ pharmacists as—
    a. Inspectors to enforce various laws
    b. Pharmaceutical chemists
8. Cosmetic and Food industry (will be very important users of pharmacists in the near future)
9. Medical service representatives (salesmen)—pharmaceutical manufacturers generally require that their representatives who call on physicians, pharmacists, dentists, etc. have pharmaceutical training and experience.
10. Publishers of medical and pharmaceutical journals, books and other periodicals need experienced pharmacists.

Even though all these opportunities exist, about 85 per cent of the pharmacy school graduates still go into retail pharmacy. The reason for this being that private ownership is profitable and the independence that goes with one owning his own pharmacy seems to be very important to most of the graduates.

A high school student is always very interested in what courses should be taken in the preparation for pharmacy.

For the intelligent practice of pharmacy, a knowledge of the physical, chemical, and biological sciences is essential. Students should choose if possible, courses in physics, chemistry, botany, biology, zoology and physiology.

Also, a high school student is extremely interested in the educational requirements that must be fulfilled in order to become a pharmacist.

To be admitted to the School of Pharmacy, University of Maryland, a candidate must be a graduate of a secondary school approved by the State Board of Education of Maryland or a similar accrediting agency and must submit credentials acceptable to the Director of Admissions, as proof of adequate preparatory-school training.

The candidate must have completed the following required subjects: English, plane geometry, algebra, history, and science. Also, it is strongly recommended that as many of the following elective subjects be taken as possible:

---

*Associate Professor of Pharmacy, University of Maryland

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biology botany, chemistry, economics, general science, foreign languages (preferably French and German), mathematics, physics, and zoology.

Also, before an individual can practice pharmacy in the State of Maryland, he must graduate from a recognized (approved) college of pharmacy with a Bachelor of Science degree in Pharmacy. In addition the graduate must satisfactorily pass an examination conducted by the Maryland Board of Pharmacy. The Maryland Pharmacy Law also requires that the candidate for licensure must be at least 21 years of age and have completed one year of practical experience as a registered apprentice in an approved drug store or pharmacy. The latter can be considered an internship of which eight months can be obtained during the summer vacation period while enrolled in a college of pharmacy and the remaining four months must be obtained after graduation.

In regard to the general status of employment, it has been estimated that there were about 4000 graduates from the nation's pharmacy schools this past June and that they all found ready employment in the profession.

The employment prospects are excellent due to several factors:

1. About 4000 vacancies exist annually due to retirement, death and withdrawals from the profession.

2. The increase in the number of prescriptions per person, therefore, more pharmacists are needed.

3. Reduction of working hours with no comparable reduction in store hours.

4. An increase in the number of retail stores (about 50,000 in the U.S. at the present time).

5. Research and medical progress will influence employment of more pharmacists by the manufacturers.

6. Increased employment of pharmacists by drug manufacturers as medical service representatives calling on physicians.

7. Further opportunities will be found in the hospitals of the country now undergoing intensive expansion programs.

8. Moreover, there has been a definite uptrend in recent years in the establishment of pharmacies within even small hospitals.

In conclusion, the responsibilities of the pharmacist are much greater than appears on the surface. The services he renders are so important and many of the substances he handles are so dangerous that he must always be honest, accurate, clean, dependable, and his professional technique perfect; otherwise he is not likely to succeed and may always be in conflict with the many laws and regulations that govern pharmacy.

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Volume 17 **JUNE, 1959** **No. 11**

JUNE MEETING

The June luncheon meeting was held on the 6th at the Park Plaza Hotel and was identified as the "Pre-Convention" meeting. Mr. Joseph Cohen, Executive Secretary of the parent organization, was the guest speaker. Mr. Cohen outlined in detail the events scheduled for all four days of the MPA-TAMPA-LAMPA annual convention. Once again, TAMPA boys responded admirably for the present administration, and an exceptional attendance was noted.

This was the first meeting since the death of our Secretary-Treasurer, Emory G. Helm. It was duly noted that Emory was far more than Secretary-Treasurer of TAMPA, which post he had held officially since 1929. Emory was one of those rare people who came along so infrequently, and who stood out so notably. Emory had a tremendous interest and love for his chosen profession of Pharmacy and all its related aspects. His belief that the Travelers Auxiliary played a vital role in the welfare of pharmacy, was so deeply-seated and so sincere within himself, that it became contagious to everyone associated with him, as was noted by many of the past presidents and long time members of the TAMPA. Emory was more than a loyal member and a capable officer; he was the backbone of the organization, in addition to being the "guiding light" and personal advisor to the presidents. Never have we known a more dedicated individual. TAMPA has suffered a severe loss by his death. There was much discussion concerning a fitting memorial in his memory. A committee was appointed to study this possibility. That Emory Helm will be sorely missed is a foregone conclusion.

The nominating committee presented a motion for consideration at our next regular meeting. It requires a change in our constitution and by-laws, and provides for two separate offices—one to be known as Secretary, the other to be known as Treasurer. In the past, this office was a combined office.

The attractive outdoor barbecue and grill was won by John Davidson of General Electric Photo Lamps. John, who travels a great distance to attend these Saturday luncheons, is probably as deserving a winner as any one we can think of, however; John is a bachelor who lives in an apartment, and probably needs an outdoor grill as much as he needs another neck. (They'll do it everytime!)

For the benefit of those who knew TAMPA's first president, Mr. Edward M. Duvall, it was noted recently that Mrs. Duvall had died.

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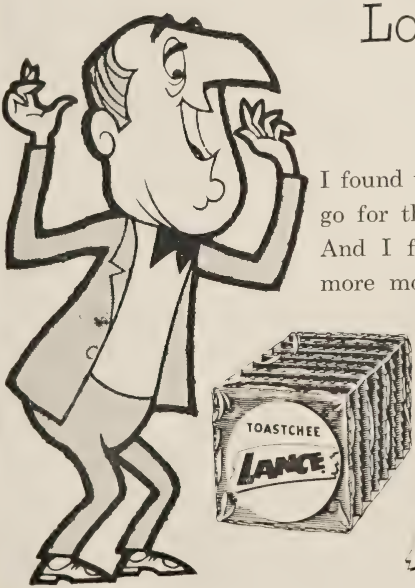
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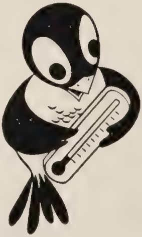

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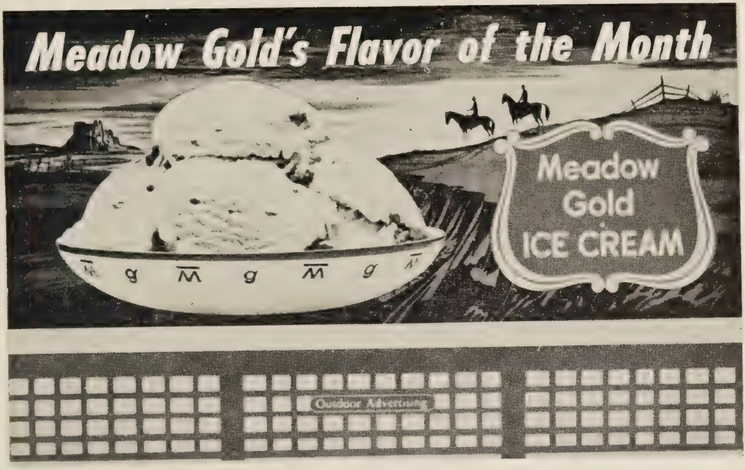
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-: NEWS ITEMS :-

PRIZE-WINNING "PRESCRIPTION"

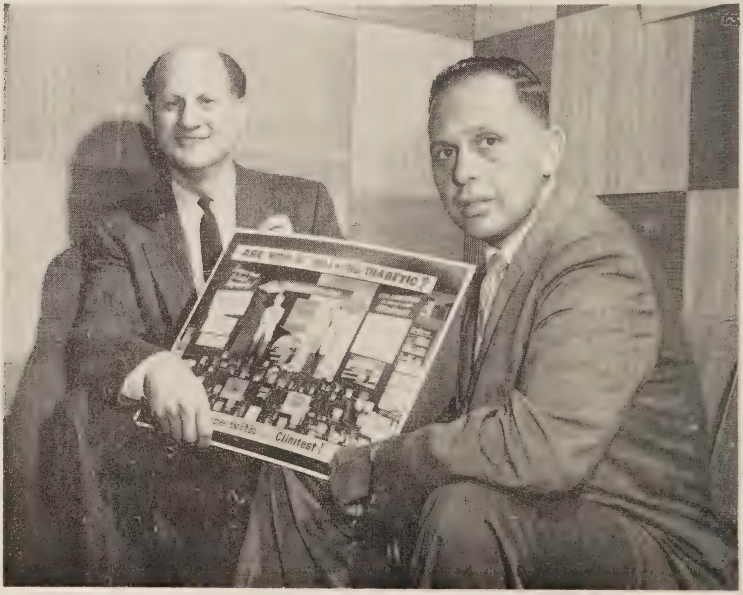
Baltimore Maryland: Mr. Milton A. Friedman of Harris Pharmacy and Mr. Jerome Stiffman of the Edison Pharmacy, both of this city, have been announced as winning prizes in a nationwide contest for pharmacists. Mr. Friedman won the first prize of a 10-day all-expense trip to Hawaii for two and Mr. Stiffman won a third place prize.

Awards were made for outstanding suggestions on how to interest more customers to take a simple screening test, CLINITEST, designed to tell whether or not a person has diabetes. Importance of the test is underscored by the fact that there are an estimated one million undiagnosed diabetics in this country.

The winners were selected from hundreds of entries from across the country by a panel of three judges representing national pharmaceutical journals. They were Dan Rennick, Editor of *American Druggist,* Randolph Morando, President of *American Professional Pharmacist,* and Louis E. Kazin, Editor of *Drug Topics* and *Drug Trade News.*

The Harris Pharmacy is located at Lombard and Poppleton Sts., Baltimore and the Edison Pharmacy is located at 2914 E. Oliver Street, Baltimore.

FIRST PRIZE WINNER


DIABETIC?
Clinitest!

On left---Mr. Milton A. Friedman holding a picture of his prize winning display. On right, Mr. Richard G. Davis, Baltimore representative of contest sponsor, Ames Co., Inc.

THIRD PRIZE WINNER

Mr. Jerome Stiffman accepting his prize from Mr. Richard G. Davis, Baltimore representative of the contest sponsor, Ames Co., Inc.

MORE MARYLAND PRIZE WINNERS

Area winners have been announced in Kimberly-Clark Corporation's "Shopping Spree Sweepstakes" dealer contest.

Dealers were eligible for savings bond prizes by predicting the total number of consumer entries in the "Sweepstakes" promotion for Kotex feminine napkins.

First prize winners of a $500 savings bonds each were Myer Fafer, Lynden Hill Market, Inc., Washington, D.C., and **Samuel Gordon, Gordon's Pharmacy, Baltimore.**

Second prize winners of $100 savings bonds are Albert S. Clay, Eckerd's, Inc., Durham, N.C.; Marilyn Fowler, Coastal Wholesale Co., Inc., Myrtle Beach, S.C.; Evelyn Harris, Safeway Stores, Inc., Alexandria, Va.

Third prize winners of $50 savings bonds are **J. J. Hugg, Calvert Drug Co., Baltimore;** Concetta F. Arnold, Epes-Fitzgerald Paper Co., Columbia, S.C.; **Samuel Morris, Hillendale Pharmacy, Inc., Silver Spring, Md.;** M. A. Abu-Taha, Safeway Stores, Inc., Washington, D.C.; A. K. Chapman, C-B Drug Co., Columbia, S.C.; Vincent J. Rao, Safeway Stores, Alexandria, Va.; Daniel Ezrin, Jim's Variety Stores, Washington, D.C.; **Sol Winn, Winn's Pharmacy, Baltimore;** D. O. DeWitt, F. W. Woolworth Co., Washington, D.C.; Stella Seltzer, Timonium, Md.; J. M. Riley, Jr., Thomas & Howard Co., Allendale, S.C.; E. L. Jackson, E. L. Jackson & Co., Richlands, Va.

Fourth prize winners of $25 savings bonds are **Howard A. Pippig, Jr., Spit-**

tel's Pharmacy, Catonsville, Md.; David Sherry, Peoples Drug Stores, Inc., Silver Spring, Md.; Mary L. Hughes, Safeway Stores, Inc., Washington, D.C.; Mrs. Shumaker, Chestnut Ave. Pharmacy, Newport News, Va.; H. E. Butler, Massey-Hite Co., Inc., Conway, S.C.; John S. Welsh, Safeway Stores, Rockville, Md.; Janice M. Cogan, Safeway Stores, Inc., Alexandria, Va.; **Alvin Stark, Sun Ray Drug #76, Baltimore;** Elmer F. Fletcher, Jr., Safeway Stores, Gaithersburg, Md.; Thelma Redmon, Safeway Stores, Capitol Heights, Md.; Adeline Farmer, J. J. Newberry Co., Winchester, Va.

MARYLAND STATE DEPARTMENT OF HEALTH

Bureau of Medical Services and Hospitals
COUNTY MEDICAL CARE PROGRAM
Effective July 1, 1959

PHARMACY POLICIES

Billing Procedures

Upon filling the prescription, original or refill, the pharmacist completes the right-hand side of the invoice by entering the prescription number, the date filled, or refilled, the name, address, and account number of the pharmacy, his signature and the charges.

The pharmacist retains the carbon copy for his files, and sends the original at weekly intervals, to the County Health Department of the County in which the patient lives. After approval by the County Health Department, the bill is forwarded to the State Department of Health where the bill is reviewed, and, if correct, payment is authorized. A check is subsequently issued by the Comptroller of the Treasury, Annapolis, Maryland.

Prompt submission of all bills by the pharmacist will expedite payment. As of July 1, 1959 the County Medical Care Program will pay bills as they are processed. A semi-automatic accounting procedure will make it possible to furnish each pharmacist a detailed listing of bills paid, instead of the voucher previously issued with each check. Payments will be made at shorter intervals and pharmacists may receive more than one check per month. **Therefore, the first check of the month will not necessarily cover all bills submitted, but only those received and approved for payment through the date of the check.** The listing will clearly identify which prescriptions are covered by each check.

Charges Allowed

The charges allowed are as follows:

The wholesale cost of ingredients, plus a pharmacist's fee.

Charges—Defined:

WHOLESALE COST OF INGREDIENTS is the wholesale cost as listed in a current standard price catalogue. PHARMACIST'S FEE is the amount to be added to the wholesale cost of ingredients to arrive at the selling price. This fee varies with the wholesale cost and includes the container cost. **No additional allowance will be made for cost of container.** The fees are as follows:

Wholesale Cost of Ingredients	Pharmacist's Fee
$ .01—$ .74	$ .50
.75— 1.74	.70
1.75— 3.99	1.00
4.00 or more	2.00

Exceptions to these fees are:

(a) In no case is the total charge for a prescription to exceed the minimum current retail price as indicated in a standard price catalogue.

(b) Insulin and medical supplies will be paid at the current minimum retail price.

Payment cannot be authorized unless the proper charges have been entered on each prescription form.

LEARN TO DO YOUR PART IN THE PREVENTION OF DISEASE

HUNTINGTON WILLIAMS, M.D., DR.P.H.
COMMISSIONER
ROSS DAVIES, M.D., M.P.H.
CHIEF ASSISTANT COMMISSIONER

1797

MEDICAL CARE SECTION
J. WILFRID DAVIS, M.D., M.P.H.
ASSISTANT COMMISSIONER
BUREAU OF MEDICAL CARE RESEARCH
BERTRAM W. HAINES, Sc.D.
DIRECTOR

BALTIMORE CITY HEALTH DEPARTMENT

June 15, 1959

NOTICE TO PHARMACISTS

It is a pleasure to inform you that, starting on July 1, 1959, payment to pharmacists for filling prescriptions for patients under the Baltimore City Medical Care Program will be increased. The average increase will be about 5.5 per cent of the selling price of the prescription. At the same time, July 1, 1959, a new and easier fee schedule will be inaugurated, putting this increase into effect. On the advice and with the help of practicing pharmacists this new schedule was designed carefully to simplify procedures, reduce errors and lessen the paper work of the pharmacist. It also reduces the administrative cost of the program.

The new schedule is as follows:

WHOLESALE COST OF INGREDIENTS	PHARMACIST'S PROFESSIONAL FEE
$ 01 – $ .74	$ .50
.74 – 1.75	.70
1.75 – 3.99	1.00
4.00 or more	2.00

Exceptions to be above schedule are:

Insulin and medical supplies will be paid for at the current minimum retail price as shown in a standard price catalogue.

Under the new schedule the cost of the container is included with the pharmacist's fee. The new forms, a copy of which is enclosed, does not have an item for container cost. While using up your present supply of old prescription forms please use the new fee schedule when billing for prescriptions filled on or after July 1, and do not note any container cost after that date.

New pages for the Formulary are now in the process of being printed to show the new fee schedule They will be distributed to each Baltimore pharmacist as soon as they come from the press

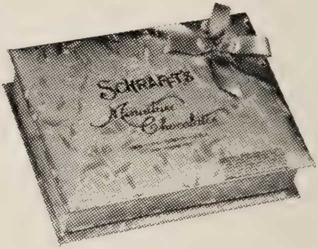
We hope that you will find the enclosed card convenient

J. Wilfrid Davis
Assistant Commissioner of Health
Medical Care Section

JWD:D

America's Friendly Gesture . . .

SCHRAFFT'S®
CHOCOLATES



Feature the candy that creates quick turnover and repeat business. Profit by the ever-growing demand for Schrafft's—recognized by candy-lovers everywhere as supreme in quality and flavor.

It pays to promote Schrafft's Chocolates!

ALLEN SON & CO., INC.
Phone EDmondson 6-6010
25 South Warwick Avenue
Baltimore 23, Md.

Distributors of SCHRAFFT'S CHOCOLATES

WORLD'S FINEST SALTED NUTS

Double Kay
NUT SHOP

Fresh From Our

Double Kay
NUT SHOP
DEPARTMENT ®

The leading drug store owners in your state will tell you the Double Kay Nut Shop is producing more sales and profits than any item in the drug store occupying similar space.

IF —— you have a clean, first-class drug store, let us reserve a Nut Shop for you.

THE KELLING NUT CO.

2800 W. Belmont Ave. **Chicago 18, Illinois**

NOW YOU CAN SERVE HOT IN-FRA-RED TOASTED SANDWICHES WITHOUT EQUIPMENT OR LABOR COST!

A NEW NATIONAL SERVICE, Stewart In-Fra-Red, Inc., will provide you with a Stewart In-Fra-Red cookery and fresh cellophane wrapped sandwiches delivered regularly to your store. Placed in the cookery, the sandwiches are toasted in three minutes by modern efficient in-fra-red cooking. You serve the sandwiches to your customers sanitarily wrapped in cellophane.

WHAT DOES THIS COST YOU . . . NOTHING . . . not one penny for equipment, lease, or hidden charges. All you do is purchase a minimum of sandwiches each week (the quantity decided by you). Your Stewart In-Fra-Red Commisary furnishes you with the attractive Stewart In-Fra-Red Cookery and delivers fresh sandwiches of choice ingredients made with the complete approval of your Board of Health. Attractive metal menu signs also furnished.

THIS NEW IDEA . . . originated by Stewart In-Fra-Red, Inc., . . . is in over 15,000 fountain and food service concerns in cities from coast to coast. Every Stewart In-Fra-Red Commisary is an established local business. You may consult your Chamber of Commerce, Dun and Bradstreet, and Better Business Bureau.

Call or write for a free demonstration:

Stewart In-Fra-Red Commissary
360 SOUTH DUKELAND STREET
BALTIMORE 23, MARYLAND
GIlmor 5-4129

THOMAS REAMER NAMED WHITNEY AWARD RECIPIENT

Mr. I. Thomas Reamer of Durham, North Carolina has been named the 1959 recipient of the Harvey A. K. Whitney Lecture Award for his outstanding contributions to American Hospital Pharmacy.

The Whitney Lecture Award was established in 1950 by the Michigan Society of Hospital Pharmacists to honor the first Chairman of the American Society of Hospital Pharmacists, Mr. Harvey A. K. Whitney, who was active for many years in hospital pharmacy organizations and was largely responsible for the creation of the ASHP.

Mr. Reamer was graduated from Highland High School, Highland, Maryland. He attended the University of Maryland College of Pharmacy and was graduated in 1924. He was engaged in retail work in the city of Baltimore during 1925, and from this time to July 1931, he served as Assistant Chief Pharmacist at the Johns Hopkins Hospital. Since July 21, 1931, he has been Chief Pharmacist at the Duke University Hospital and an Associate in Pharmacy at the Duke University School of Medicine.

Mr. Reamer participated in the Subsection on Hospital Pharmacy of the A.Ph.A. and is a Charter member of the American Society of Hospital Pharmacists. He is a past President and Secretary of the ASHP. Mr. Reamer is also a past President of the Durham Drug Club and was a member of the North Carolina Board of Pharmacy from 1944 to 1947. He is a Charter member and a member of the Executive Committee of the North Carolina Pharmaceutical Research Foundation. Mr. Reamer is a Charter member of the Southeastern Society of Hospital Pharmacists and is presently Chairman of the Publicity Committee of the North Carolina Society of Hospital Pharmacists. Mr. Reamer is presently the A.S.H.P.'s representative to the Council of the American Institute of the History of Pharmacy.

Mr. Reamer has participated in many Institutes on Hospital Pharmacy as a lecturer. He was a delegate to the Pan-American Congress of Pharmacy in Lima, Peru, in 1951, and also a delegate to the meeting of the International Congress of Hospital Pharmacists in Basle, Switzerland in 1952. He has been a member of the Durham Lion's Club for many years and at present is Co-chairman of the Boy Scout Committee. Mr. Reamer is President and General Manager of Reaco Products, Inc., a wholesale drug distributing firm located in West Durham, North Carolina.

This award presentation will highlight a testimonial dinner scheduled for August 17, in Cincinati, Ohio. The event is being held in conjunction with the Annual Meeting of the American Society of Hospital Pharmacists and the Convention of the American Pharmaceutical Association.

JERSEY COURT VOIDS DRUGSTORE PROPHYLACTIC BAN

Legislation "badly needed"

A New Jersey appeals court has reversed the convictions of Kinney Building Drug Stores, Inc., a licensed Newark pharmacy and its registered pharmacist and his assistant for possessing and selling prophylactics and vaginal jelly. The litigation arose from their arrest by police vice squad officers and resulting prosecution under a basically antiquated state law which holds that anyone who possesses or sells contraceptives without just cause is a disorderly person, but the present court action permits regular distribution through pharmacies as proper and lawful.

Declaring the 90-year old statute involved to be unconstitutional, the ruling stated that "There is no question but that the State can control the sale of contraceptive material."

The
Burrough Bros.
MANUFACTURING CO.

Quality
Pharmaceuticals
Since 1863

123 MARKET PLACE
BALTIMORE 2, MD.

Quick Stop—Quick Profit

When folks "on the go" stop
for a "coke" or a "cup of joe",
you boost the unit sale
with a package of Austin's.
And Austin quality brings 'em
back again . . . brings you
more profits, faster!

Austin's
CHEESE PEANUT BUTTER SANDWICHES
Austin's
CHEESE PEANUT BUTTER SANDWICHES

Austin's®
Peanut Butter Sandwiches
Cookies & Snack Varieties,

Austin's
Box 1936
Balto. 3, Md.

In his May 11th opinion, Essex County Court Judge Walter H. Conklin said:

> "This is a field in which legislation is badly needed. But the statute under consideration says all things to all men, (who can argue with a concept such as "just cause" or "justice"), without granting to the prospective defendant his constitutional right to be fairly apprised of the elements constituting a quasi-criminal infraction. The words of the statute, "without just cause" are vague and indefinite and incapable of judicial or lay construction in a statute of this type, wherein there has not been established any precedent or common law norm of what is proper or improper. Because of the vague and indefinite nature of the statute under consideration, the court holds it to be an unconstitutional enactment under both the New Jersey and the United States Constitutions, supra. The complaints should be dismissed and the fines remitted."

The State has 90 days in which to appeal the decision.

Youngs Rubber Corporation appeared in the case from the beginning as amicus curiae (friend of the court) in arguing that drugstore-only prophylactics sales are legal. This is in line with the company's position in its Youngs Rubber Corporation vs. Lee case which decided the legality of such drugstore dispensing on a federal basis over a quarter of a century ago. Although about 20 states and 200 cities from coast to coast now have legislation confining prophylactics and gynecological preparations to pharmaceutical channels, New Jersey has not yet enacted this type of legislation on a state-wide basis.

DISTRICT—LOEWY LILLY DERBY

Warren A. Mattingly, Sales Manager, District Wholesale Drug Corp., Washington, D.C., announced the **running** of the "District-Loewy Lilly Derby", a sales promotion of Eli Lilly & Co. products for the period beginning May 1959 through January 1960. The District-Loewy Lilly Drive is based on volume sales total of the two houses, District Wholesale Drug Corp., Washington, D.C., and Loewy Drug Co., Inc., Baltimore, Md. (District's Baltimore Branch). Mr. Mattingly states that this is the largest sales drive ever attempted by District, and, to his knowledge, the first of its kind by any Lilly distributor in the eastern region.

This Lilly Drive was initiated with a Cocktail Party at the Norbeck Country Club, Norbeck, Maryland, on May 16, 1959. In attendance were members of the District-Loewy Sales Force and their wives; Medical Representatives of the Eli Lilly and Co., Washington and Baltimore branches; Mr. Milton Meisner, District Manager, Washington District, Eli Lilly & Co.; Mr. Charles Short, Regional Director, Southeast Region, Eli Lilly & Co.; Mr. David I. Estrin, President, District Wholesale Drug Corp. and Mrs. Estrin; Mr. Philip Levin, President, Loewy Drug Co., Inc., and Mrs. Levin.

Speakers who addressed the group were: Mr. Warren Mattingly, Mr. Philip Levin, Mr. Charles Short, and Mr. David Estrin.

It was pointed out to the wives in attendance that this was the first sales drive where they participated as recipients of the awards, namely:

First Prize—1960 Ford, Fully Equipped
Second Prize—Perfect Diamond Ring
Third Prize — Complete Bedroom Suite
Fourth Prize — Weekly Beauty Treatment for One Year

In addition to these prizes, when the sales quota is reached, the telephone sales force will each receive a gift certificate for clothing.

All prizes are valued at $10,000.00, and everyone at District and Loewy is talking about, and planning for, the big Lilly Drive.

PEACH

A Special Flavor By . . .

Delvale
ICE CREAM

Always Good Taste

Delvale Dairies, Inc. • 2030 Harford Road • BE 5-1151

THE HOWARD DRUG & MEDICINE CO.

101 CHEAPSIDE
BALTIMORE 2, MD.

MARYLAND'S FAMOUS
CATALOGUE WHOLESALE DRUGGIST & SUNDRYMAN

WRITE for YOUR copy TODAY

PRESIDENT'S ADDRESS
BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION

Dear Fellow Pharmacist:

Although regular meetings have recessed for the summer months, the Baltimore Metropolitan Pharmaceutical Association continues to work energetically for professional Pharmacy and the drug business generally. The Association can not afford to "recess' or be complacent. There is too much going on all the time which necessitates alertness and action.

For example, we have arranged a schedule of programs with radio station WITH that is geared to promote Pharmacy and the services rendered by each individual pharmacist and neighborhood drug store. We are printing a full schedule of the programs in this issue of the Maryland Pharmacist. Please take particular note of the extensiveness of the overall program, listen to it, and let both WITH and the Association know what you think of it. Above all, cooperate with station WITH to assure the life of this important Public Relations program.

Another activity of the Association that merits your attention is the 7th Annual Drug and Gift Show to be held at the Emerson Hotel, September 22, 23, 24, 1959. I am pleased to advise you that the entire Ballroom of the Emerson is completely sold out for the Show. There are still a few booths left in the South Hall, adjoining the Ballroom. The Henry B. Gilpin Company is outfitting a modern Model Drug Store in the Academy Room on the Ballroom floor. This is the first time an elaborate Model Drug Store will be shown. It will be an education in itself and well worthwhile visiting. The rest of the Show is well planned to bring you up-to-date in every phase of retail pharmacy. Make note of the dates and plan to attend and buy at the Show. Let's support the people that support us.

The first issue of the Baltimore Metropolitan Pharmaceutical Association Newsletter was mailed the latter part of June. What did you think of it? How can it be improved? Your comments are welcome.

Best wishes for a pleasant summer.

Sincerely,

HERMAN B. DRUKMAN,
President

AUSTIN FIRM CHANGES CORPORATE NAME

A change of the corporate name to Austin Biscuit Corporation is announced effective July 1, 1959, by Austin Packing Co., Inc., producers of cracker and cookie snacks.

Mr. Ernest H. Fox, president of the 24-year old Baltimore, Md. firm stated, "We feel the new name is more descriptive of the products we make, and identifies us more accurately with the industry in which we have grown and of which we are proud to be a part."

Austin officials stress that the firm stays at its present plant and offices at 2930 Washington Blvd., and that ownership, officers, personnel, operations and policies, trademarks and all other corporate details remain unchanged.

Right In Your Own Back Yard

LOEWY DRUG CO. INC.

- COMPLETE PHARMACEUTICAL DRUG LINE. Everyday delivery service, new product information cards with up-to-date dispensing information. All ethical drug houses represented.
- COMPLETE PROPRIETARY DRUG LINE. Current deal information, price changes, complete warehouse stocks, fast, turnover merchandise.
- PHARMACISTS SURGICAL SUPPLY. A complete line of surgical and sickroom items.
- COMPLETE GIFT COSMETIC AND SUNDRY LINE. Annual Holiday Gift Show.
- BUY BOOK: the most complete up-to-date buying guide available. Buy Book promotions are a planned series of sales events designed to build customer traffic.
- EMERGENCY PRESCRIPTION SERVICE. Around-the-clock emergency service for pharmacists in the Metropolitan area.
- WEEKLY DRUG DIGEST. The latest summary of sure changes, new products and current deals.
- TELEPHONE ORDER SERVICE DEPARTMENT. A fast, daily, efficient, and accurate order service by experienced personnel.
- LEGIBLE ORDER FORMS. Easy-to-read, easy-to-check typewritten forms accompany every delivery.
- BULMAN DESIGN AND MERCHANDISING SERVICE. World famous store engineering and layout facilities for building, remodeling, merchandising fixtures, profitable layout—inside and out.
- LOEWY MERCHANDISER. Regular sales and merchandising help on products and promotions.

LOEWY DRUG CO., INC.

"Professional Service for the Professional Pharmacist"

1120 NORTH CHESTER ST., BALTIMORE 13, MD.

DIckens 2-3610

PRINCE GEORGES MONTGOMERY COUNTY PHARMACEUTICAL ASSOCIATION NEWS

The last regular meeting until September was held Tuesday evening May 12th at the Langley Park Hot Shoppe. The Upjohn Company entertained with an interesting talk by Mr. Fernen Fox, regional sales manager for Upjohn. An interesting technicolor film titled "Open Heart Surgery Using the K-Anderson Heart Lung Machine," was shown.

In a leading editorial in the Bi-County PHARMACIST, the monthly publication of the Association, May issue, the membership is urged to support the sales of the products of the following firms by displaying and promoting their merchandise to "our greatest ability" Squibb, Lilly, Parke Davis, Abbott, Upjohn, Bristol Myers, Mead Johnson, Miles Laboratories and Johnson and Johnson. These firms have obtained injunctions against certain firms which have violated Fair Trade and the testimony given by them showed how they had strongly supported Fair Trade is one reason favorable injunctions were given.

Several members of the association, including Harold Goldfeder recently testified before a meeting of the United States Senate Small Business Administration Committee. They cited the difficulty of the independent pharmacist of securing leases in numerous shopping centers. Mr. James E. Allen, president of the National Association of Wholesalers and the Henry B. Gilpin Company also testified in behalf of the pharmacist and urged that remedial action be taken.

The program commmittee is already at work and progress is being reported. Tentative plans call for a summer crab feast, a sports night at which some prominent sports figure will be the featured speaker, the regional meeting of the Maryland Pharmaceutical Association in January and the annual dinner dance.

Drug Fair has opened a professional type store in Silver Spring.

A telephone committee has been set up under the direction of Bob Sinker, 3rd vice-president. He has enlisted the aid of members of the Women's Auxiliary and on its first tryout the membership was canvassed in short order.

Looking back over the past few years some of the accomplishments are as follows: The outstanding one, it seems, is the organization of the group and its holding together, today its membership is at an all time high of 123. Another, is the fund set up for the Deans of the University of Maryland, George Washington University and Howard University. Participation in the Pharmacy Recruitment Drive and greater interest shown in the Maryland Pharmaceutical Association.

Olney Drug recently expanded their up front area with visual peg board displays. Potomac Village Pharmacy has a new bank coming into their shopping area, likewise Burtonsville and Beltsville.

At the installation dinner held the first part of April, retiring president Buck Braden was given a past president's plaque by Mr. James E. Allen, president of the Henry B. Gilpin Company and a dozen golf balls by Mr. John Francis, Jr., general manager of the Washington Wholesale Drug Exchange and the incoming president Sam Latona, the president's gavel by Mr. David I. Estrin, president of the District Wholesale Drug Corporation. The District Wholesale Pharmacy Week Cup for the best windows in the bi-counties for 1958 was awarded to Chandler's Pharmacy. The presentation was made by Mr. Warren Mattingly to N. W. Chandler.

Interesting contests for pharmacists are being held by District Wholesale Drug Corporation and the Henry B. Gilpin Company. For further details refer to the District Drug Digest and the Gilpin Tips, weekly publication of the respective companies.

The Silver Lining . . . .

The wise dealer who stocks either Abbotts or Jane Logan deluxe ice cream in his store finds his cash register drawer always lined—and filled—with silver coins of the realm. And, remember, green bills from silver coins do grow!

Give us a call . . . but only if you want your profit figures in crisp, crunchy green bills! . . .

EDmondson 6-4000

Abbotts ICE CREAM

Jane Logan De Luxe ICE CREAM

ABBOTTS DAIRIES, INC.
45 S. Catherine St.

CALTONE

A Soothing LOTION

For Minor Skin Irritations

1 Doz. 4 oz. $3.50
2 Free With Each Doz.
F.T.M. $.69

BUPEC

An Effective DIARRHEA MIXTURE

1 Doz. 4 oz. $3.50
2 Free With Each Doz.
F.T.M. $.59

1 Doz. 8 oz. $5.40
2 Free With Each Doz.
F.T.M. $.89

BYE-BUG

A Fine INSECT Repellent

ODORLESS—GREASELESS

1 Doz. 2 oz. $3.50
2 Free With Each Doz.
F.T.M. $.59

The National Pharmaceutical Mfg. Co.
BALTIMORE, MD.

Summer activities being arranged by the Program Committee include a Crab Feast, Tuesday, July 14th at Jimmie's Crab House, Kentland, Md. and a fishing trip on Tuesday, August 18th.

Mr. and Mrs. Sam Latona, President of the association are celebrating their 25th wedding anniversary this month.

RUTGERS PHARMACEUTICAL CONFERENCE

"More and more outlets in the food and variety field will handle more and more popular drug and cosmetic items" and "legal maneuvers to block these trends in the long run will be unsuccessful."

This was asserted by C. R. Jordan, president, Jordan, Sieber & Corbett, Inc., N.Y. advertising firm, speaking to over 450 representatives of all phases of the pharmaceutical industry and profession at the eighth annual Rutgers Pharmaceutical Conference at the New Jersey State University May 13.

Dr. Virginius D. Mattia, Jr., general manager, Roche Laboratories, Nutley, N. J. morning session chairman, set the Conference theme "Today's Distributional Pattern of Drugs and Pharmaceuticals" in opening remarks.

"I think one of the gravest problems facing the retail pharmacist today is a decision to make up his mind what business he really is in," Jordan said. The advertising executive urged pharmacists to "communicate the fact that a pharmacy is different from every other store on the street." He added:

"Unfortunately, in the confused search for diversification of inventory, the drugstore communicates less and less today that it is a different type of store, despite the fact that prescription business is increasing.

"The front section of most drugstores today," Jordan declared, "bears a striking resemblance to the variety store and to sections of food markets and department stores. This similarity in architecture, inventory and size can communicate only a confused image to the public and shopping between stores will be predicated on convenience, parking and price. Modern drug stores have no personality."

Jordan noted, "the trend toward personal attention may be one of the greatest forces operating to the benefit of the independent retailer." He predicted "retail operations in the drug field will become involved in the variety store field and you can be sure that large chain operations will become involved in ownership of manufacturers."

Speaking for retailers, Jacob Katz of Helfand and Katz Pharmacy, Phila., Pa. a former Pennsylvania State Board of Pharmacy secretary, called on pharmacists to "maintain a professional environment in his pharmacy."

He urged, "we must not have products we are trained and licensed to handle appear in supermarkets and other outlets where trained personnel are not available to service them."

Mr. Katz continued, "We must not have new products promoted to either customers or to the medical profession before they are available to our pharmacies. We must not allow private hospitals and other profit-making institutions the privilege of having better discounts and price structures than we are able to command."

Dr. L. Eugene Daily, vice-president, Eaton Laboratories Div., Norwich Pharmacal Co., Norwich, N.Y., giving a manufacturer's view on distribution said:

"There should be some meeting of the minds between the pharmaceutical industry and transportation people to expedite movement of rugs under normal circumstances and also during catastrophes."

The Norwich vice-president declared, "It is our responsibility as manufacturers to meet squarely the problems of carrying adequate stocks in all areas of the U.S. and its possessions so that when we are called upon as a member of the medical team we can deliver."

Dr. Daily urged distribution of U.S. medical knowledge and life saving drugs to underdeveloped countries to help them achieve a "better life" before they take it "by force." He noted the U.S.S.R. is "planning to graduate approximately 2000 physicians each year in excess of their own needs.

"Those extra physicians," Dr. Daily asserted are being educated with the purpose of being loaned to various countries who need more medical personnel.

"In addition," he continued, "we can expect a deluge of Russian and Chinese antibiotic and chemotherapuetic products to hit many world markets in the near future."

H. C. Van Arsdale, president, National Wholesale Druggist Ass'n and executive vice-president, Smith, Kline & French, Inc., Phila., Pa. noted "manufacturers of all types of merchandise carried in drug stores are trying to eliminate not only the wholesaler, but the retailer, as well, by offering goods directly to the consumer."

Van Arsdale predicted manufacturers of the future will:

1. "be faced with a choice of distribution of fast sellers only or an adequate, increased profit for the distribution team on the slow movers, to compensate for the loss of turn over" and

2. "may have to make the decision of setting up a discount schedule to provide adequate profits for both wholesalers and retailers, or be faced with the problem of serving all of their selected customers directly."

The SKF, Inc., official noted the "precarious" profit position of the wholesaler which he said "is tenable only because of the attitudes of about 50 leading suppliers who, through their policies of distributing their products only through a selected group of wholesalers at a generous discount, have been providing half of the volume and virtually all of the net profits."

He added: "It is economically and morally wrong that these few friends of the wholesale industry should have to provide the coat tails to give a free distribution ride to a 1000 or more of their competitors.

Mrs. Rosemarie P. Sowinski, pharmacist, St. John's Long Island City (N.Y.) Hospital pointed out, "with manufacturers' duplication of medications, it becomes an almost physical and economic impossibility to maintain a practical inventory. A hospital formulary," she said, "mitigates this aspect of the problem but it cannot solve it entirely."

In the Conference afternoon forum at which E. Allen Newcomb, president of Malmstrom Chemical Corp., Newark, N.J. was moderator, Dr. Mattia offered the opinion that duplication would not continue.

However, Katz and Jordan disagreed. Jordan declared, "I don't think we are going to solve duplication because it is part of the American system."

James F. Stiles, Jr., assistant to the U.S. Secretary of the Treasury and National Director of the U.S. Savings Bond Div. was luncheon speaker.

The former Abbott Laboratories, Chi., Ill. Board chairman discussed the Savings Bond program following remarks by Conference General Chairman Arnold A. Boyt, a New Jersey State Board of Pharmacy Commissioner, and Dr. Roy A. Bowers, dean of Rutgers University College of Pharmacy.

Stiles told the conferees Federal finance is "very much the business of every American from the day he is born."

He warned "if we can't get Government spending under control, the only way to avoid continuous, inflationary deficits is to consider increases in our already burdensome taxes."

Stiles concluded, "bond savings are preventive medicine against inflation, recession and depression."

STATEMENT PRESENTED AT HEARING OF SENATE SMALL BUSINESS COMMITTEE

By Harold M. Goldfeder, President
Metro Drug Stores, Riverdale, Maryland

Gentlemen:

My name is Harold M. Goldfeder, registered pharmacist. I have been engaged in the retail drug business in the Washington metropolitan area for the past thirteen years.

I appear before you today as a retail merchant who has had the sad experience of being unable on occasion to obtain leases in shopping centers as an independent operator. Some shopping center developers or their agents have extended to me the courtesy of an interview or two and others have not even granted me this courtesy.

Although my reputation and past accomplishments have been an asset to me, they have not helped me to obtain leases in shopping centers. The usual reply that I receive is that the developer would love to have my type of drug store operation in his center, however, he cannot lease to me because lending institutions require that he have a larger percentage of prime leases. A prime lease has been described to me as being that type of lease that can be offered to a lending institution by the developer who can then obtain a long term loan on it.

If this committee so desires, I will be happy to designate the specific shopping centers where I was unable to obtain a lease due to the above-stated reason.

Although I, at present, operate ten drug stores, I have either had to buy stores already in business or open stores at such locations that were undesirable to prime tenants. I have even offered to pay one year's rent in advance in order to secure a desired location in a shopping center and even this did not prove successful.

Due to my past credit reputation, certain suppliers have offered me unlimited credit, however, I could not avail myself of these offers because I was not able to locate in large volume operations.

On occasion as an 'out' the developer of a shopping center would state that he prefers a large chain operation because of their merchandising ability, however, let us remember that on many occasions the present operators of large chains were yesterday's small merchants. I am sure that each of you gentlemen personally know many independent store owners who excel in merchandising and operate large volume enterprises.

As a registered pharmacist, I am afraid that the future of the independent drug store is very dark. Particularly, when you realize that within the last two or three years, although, many shopping centers have been built in the Washington metropolitan area, to the best of my knowledge, not one independent pharmacist has been privileged in obtaining a lease in any of these centers. Gentlemen, I wish to

"Over 55 Years Service To Baltimore Druggists"

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Davol Rubber Goods
Ace Hard Rubber Combs
Ajax Hard Rubber Combs
Devilbiss Atomizers
Camp Stationery
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Millers Forge Manicure Implements
Jones Enamelware
Gillette, Gem, Razors and Blades
Eaton High Grade Stationery
Becton Dickinson Products
Kotex, Kleenex, Modess, Yes
Tampax
Doeskin Products
Brockway Glassware
American Thermos Bottles
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Trojans

Miller Drug Sundry Co.
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Ever Outgrows the Need for

MILK

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Sealtest

TRADE MARK

DAIRY PRODUCTS

MU lberry 5-3800

repeat that not one independent drug retailer has obtained a lease in a shopping center in the Washington metropolitan area during the last two years.

This situation is a threat to the existence of independent store owners, and I am certain you gentlemen will agree with me that the independent retailers have been the backbone of the economic foundation of our democracy. This problem makes it very discouraging and practically impossible for a young man to venture into the retail business world. Although he may be full of ambition and possess much ability, he is forced to become affiliated with a large chain. Eventually this democratic country will lose the benefit of the ambitious and creative minds of many young men. If this condition continues, particularly when you consider the rapid growth of shopping centers, I am afraid that future generations will learn of independent retail operations only by referring to their history books.

I would like to impress upon the committee that we independent retailers are not asking for charity or a handout, all that we are seeking is equal opportunity to compete with the large corporations on the open market. Gentlemen, I wish to emphasize that the independent retailer is willing to pay the cost of this reinsurance program—we are not asking to be subsidized. If our government could see fit to guarantee on a self financing basis the lease of an independent retailer in a shopping center, it would permit us to grow and this in turn would strengthen the democratic principles of free enterprise. The lease guarantee by the government should be based on a man's ability, reputation and character. Over the past years the federal government has taken an interest in problems of labor and financial problems of big business, but, unfortunately, has practically neglected the plight of the small business man.

Gentlemen, it is my fervent hope that you will give this problem your sincere consideration, and, if I can be of further assistance to you in this matter, please do not hesitate to call on me.

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CONGRATULATIONS

Wedding bells rang for Dr. Stephen J. Provenza on June 27th when he took as his bride the former Mary Ann Fulco. The wedding took place in Shreveport, Louisiana, the home of the bride. The Provenzas are making their home at 109 East Montgomery Street in Baltimore.

In sorrow the thoughts of your friends blend with yours.

CLYDE NORMAN KALKREUTH

It is with sorrow we report the death of Clyde Norman Kalkreuth, formerly of the Sparrows Point Pharmacy.

Mr. Kalkreuth was a graduate of the School of Pharmacy, University of Maryland, Class of 1926.

We extend our sympathy to the members of his family.

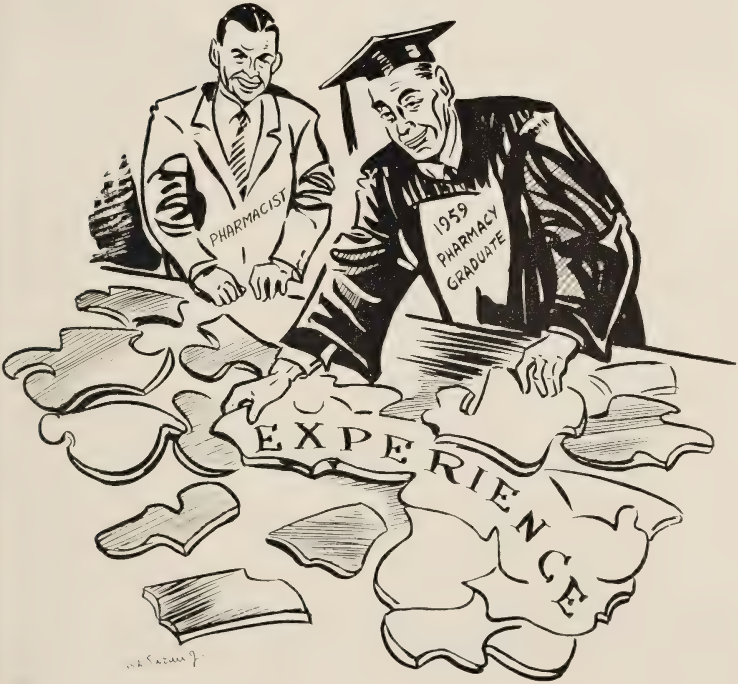
NEW UPJOHN VITAMIN PROMOTION TO COMBAT SUMMER SALES SLUMP

A dramatic new set of summer vitamin promotion materials—using a fluorescent ink to give the feeling of intense heat—has been developed by The Upjohn Company to spur hot weather sales of multivitamins.

To emphasize why "summertime can be vitamin shortage time", leaflets, mailers, and other display materials feature a blazing sun motif against a background of "Day-Glo"—an intense red symbolic of extreme heat.

Other materials in the kit include a streamer and perforated over-wire pennants to provide in-store support for the entire summer vitamin promotion, also featuring the "Day-Glo" color.

The kit includes a striking banner which will permit pharmacists to headline a Zymacap window display with the well-known apothecary bottle and



HE NEEDS YOUR HELP IN PUTTING THE PIECES TOGETHER!

the slogan, "Zymacap multivitamins for Active People".

A highly unusual three-dimensional counter display card employs a "light thief"—a means of capturing light from above—causing the unit to glow like a lighted display and bringing out the word Zymacap in bold relief. The unit is narrow enough to fit neatly into a very small space.

The promotion follows up a highly successful campaign undertaken for the first time by Upjohn in 1958 to combat the commonly held assumption that extra vitamins are needed only in winter.

The new pharmacy promotion kit includes both the mailers and a six-page folder giving "Facts About Summertime 'Nutritional Exhaustion'", ideal for placement near cash registers or on counters.

The mailer stresses these important reasons why many persons do not get all the vitamins they need in hot weather:

- A switch to light, cool meals is likely to leave out many protein rich foods, an important source of vitamins.
- Vitamins may be "washed out" of the body because of increased perspiration and the extra glasses of cooling liquids usually consumed.
- Playing tennis, mowing the lawn and dozens of other strenuous summer activities place extra demands on the store of physical energy.

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PECKHAM SEES BRIGHT FUTURE FOR DRUG STORE SALES

Members of The Proprietary Association were urged to weld the drug store firmly in their plans for merchandizing in the future because the potential sales per store are just much greater than those produced in each food store.

Addressing the group at White Sulphur Springs, W. Va., May 11, James O. Peckham, executive vice-president of A. C. Nielsen Company, stressed that sales in both food and drug stores are up about the same percentage and that the great variance in total number of stores is the main difference.

Food stores with their 370,000 (approximate) outlets of course dwarf the 57,000 drug outlets. However, in the per store figures on 5 remedial product groups chain drug stores sell almost four times the amount their food counterpart does, and almost five times the amount of large independent food outlets. The comparison looks like this:

Drug Outlets	**Drug Volume**
Chain	$100
Large Ind.	75
Medium Ind.	37
Small Ind.	17
Food Outlets	**Drug Volume**
Chain	$26
Super Large Ind.	21
Large Ind.	6
Medium & Small Ind.	2

WITH Schedule For

Baltimore Metropolitan Pharmaceutical Association

News—Monday through Friday—11:00 A.M. and 2:00 P.M.
2—15 minute shows a week on Tuesday and Saturday—
7:30-7:45 P.M.

Identification spots as follows:

Monday	**Tuesday**	**Wednesday**
aprox. 10 A.M.	11:34 A.M.	11:25 A.M.
12:08 .P.M.	12:18 P.M.	12:18 P.M.
2:51 P.M.	1:05 P.M.	3:05 P.M.
3:14 P.M.	3:21 P.M.	6:48 P.M.
7:22 P.M.	6:48 P.M.	7:27 P.M.

Thursday	**Friday**	**Saturday**
10:48 A.M.	12:11 P.M.	10:37 A.M.
12:12 P.M.	2:59 P.M.	11:34 A.M.
3:14 P.M.	3:38 P.M.	2:51 P.M.
7:15 P.M.	6:55 P.M.	3:25 P.M.
7:57 P.M.	7:27 P.M.	4:55 P.M.

WITH-FM

one spot Monday through Saturday
between 5:05-5:15 P.M.

Listen to YOUR radio station–123 on your dial.
All announcements favor Pharmacy.

In annual number of transactions, food outlets accumulated a dollar volume of $36,830,000,000 with an average transaction of $5.20 according to Super Market Institute. This produced 7,080,000,000 transactions.

A drug store operating cost study showed an average transaction of $.75 per customer divided into a total dollar volume of $5,280,000,000, for 7,050,000,000, almost the same number as the food outlets.

Throughout his speech, Mr. Peckham showed the close relationship of food and drug stores on a per store basis, stressing the importance of the drug store as a substantial sales outlet. "I think many people may be surprised at the closeness of the horserace that has been going on over the past six years between drug and food stores," he said.

Mr. Peckham showed drug sales up 42% and those in food stores up 41%. The strong trend to self-service in drug stores along with newer and larger stores, shopping center locations and increased prescription business volume were cited as important factors in the drug store's progress.

Using 20 products representative of the most popular items in the drug field (such as dentifrice, shampoos, deodorants, etc.) Mr. Peckham showed sales of these in food and drug stores, combined, up 57% since 1952 compared with gains of only 41% and 42% for total store sales in drug and food stores, respectively.

In 1952, drug stores accounted for ⅔ of the sales of the 20 products; in 1958, this market share shrank to 50% despite a 19% gain in actual volume. Though sales were even, the range in customer preference for food store buying of drugs was wide, stretching from a 69% for dentifrice, to only 25% for laxatives.

In cases where a food store had taken on distribution of a drug product, total

Fast Movers in your Cigar Department

Quality tobacco, competitive prices and smoker preference by a generation of Marylanders make these famous brands belong on display in your cigar department.

Uncle Willie Cigars ● **Monument Square Cigars** ● **Monument Square Filter Cigars**

For a new experience with quick moving, fresher and preferred cigars . . . in boxes and five packs, call today.

THE SCHAFER - PFAFF CIGAR COMPANY

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BOTTLING CO. OF BALTIMORE
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under appointment from
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FOR YOUR PROTECTION

Periodically your insurance program should be reviewed to be sure that all of the necessary protection is being secured and that new methods of insuring are being fully utilized.

Our Agency will welcome the opportunity to serve as your insurance counsellor. Kindly let us know if we can be of service as our staff is particularly qualified to serve the pharmaceutical profession.

GREENE & ABRAHAMS CO., INC.
E. A. ROSSMANN, President
225 E. REDWOOD STREET
BALTIMORE 2, MARYLAND

sales through both food and drug outlets rose 76% since 1952. Where a food store did not enter the distribution picture in strength, sales gains were about 45%.

THE LIFE THAT'S SAVED

We are benefiting today from one program of missile development which more than pays for itself. The Health News Institute reminds us. And furthermore, it's a program that saves lives, rather than taking them. We refer to new weapons against disease which pinpoint their targets more accurately than any ICBM yet devised.

Citing figures compiled by the National Health Education Committee, HNI tells us that Americans whose lives were saved by new medications between 1943 and 1946 paid federal taxes in one year alone totaling nearly three times the amount spent by government agencies on medical research.

And, of course, those same Americans paid no taxes at all to support the significant and productive sums spent on research by the pharmaceutical industry.

FIGHT CUT-THROAT COMPETITION WITH ENFORCEABLE ETHICAL CODE

The nation's retail druggists were strongly urged to adopt and enforce a strong code of ethics that would drive from the pharmaceutical marketplace indiscriminate price-cutters, peddlers of inferior drugs, and pharmacists employing bizarre promotion techniques.

Kenneth L. Brown, advertising director of Wyeth Laboratories, told the 84th annual convention of the Georgia Pharmaceutical Association that such an ethical code would give pharmacists "a fighting chance to rout unfair merchants."

The Wyeth executive warned the attending druggists that such practices as drug substitution, questionable discounts as a new business lure, offering medical advice, etc., serve only to antagonize the doctor.

"We in the industry, the physician, and you have a mutual trust that stands unique. It is through the ethical nature of our promotion that we establish physician trust," Mr. Brown said, "and to destroy that faith is suicidal."

The drug manufacturing industry, the speaker related, has promotion problems similar to those of the druggists. To ascertain that pharmaceuticals are promoted effectively yet ethically, the Pharmaceutical Manufacturers Association enforces a code of ethics prohibiting advertising that is not honest and accurate.

Referring to recent criticism of pharmaceutical promotion techniques, Mr. Brown stated that although a manufacturer will not promote a new drug to the doctor until its safety has been determined, ". . . no practicable method of predicting all the results of long-term use of a drug by a great number of patients has yet been found."

The advertising director, referring to recent criticism of pharmaceutical promotion techniques, told the Georgia pharmacists that no matter how promising a new drug might appear, few physicians will hear about it unless the manufacturer advises them of the product through various sales promotion media.

MEDICINE AT WORK

Since 1948, more than 3,000 new prescription drugs have been made available to physicians and their patients, according to Dr. Gunnar Gunderson, president of the American Medical Association.

There is a direct relationship, The Health News Institute points out, between these additions to our arsenal against disease, and the steady decline in the death rate from such ancient enemies as pneumonia, tuberculosis, and many others.

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Smart girl, that Elsie. She's so happy that she has a single-track mind because that lets her concentrate on her one and only purpose, which is to sell MORE ice cream for Borden dealers.

Borden's

ICE CREAM

ORleans 5-0171

LACTINEX®
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TABLETS & GRANULES

FOR RESTORING AND
STABILIZING THE INTESTINAL FLORA

LACTINEX GRANULES and TABLETS contain a standardized viable mixed culture of Lactobacilli acidophilus and bulgaricus with the naturally-occurring metabolic enzymes produced by these organisms.

LACTINEX TABLETS—A clinically proven treatment for gastro-intestinal disturbances, including diarrhea[1, 2, 3] (antibiotic induced and others) in infants and adults.

LACTINEX GRANULES—An especially designed dosage form (served on cereal, food or with milk) of this effective product for the pediatric and geriatric patient.

Dosage: Three or four tablets or one packet, three or four times a day.

Supplied—tablets in bottles of fifty—granules in boxes of twelve, one gram packets.

1. Siver, Robert H.: Current Medical Digest, Vol. XXI, No. 9, September 1954.
2. McGivney, John: Texas State Journal of Medicine, Vol. 51, No. 1, January 1955.
3. Frykman, Howard M.: Minnesota Medicine, Vol. 38, No. 1, January 1955.

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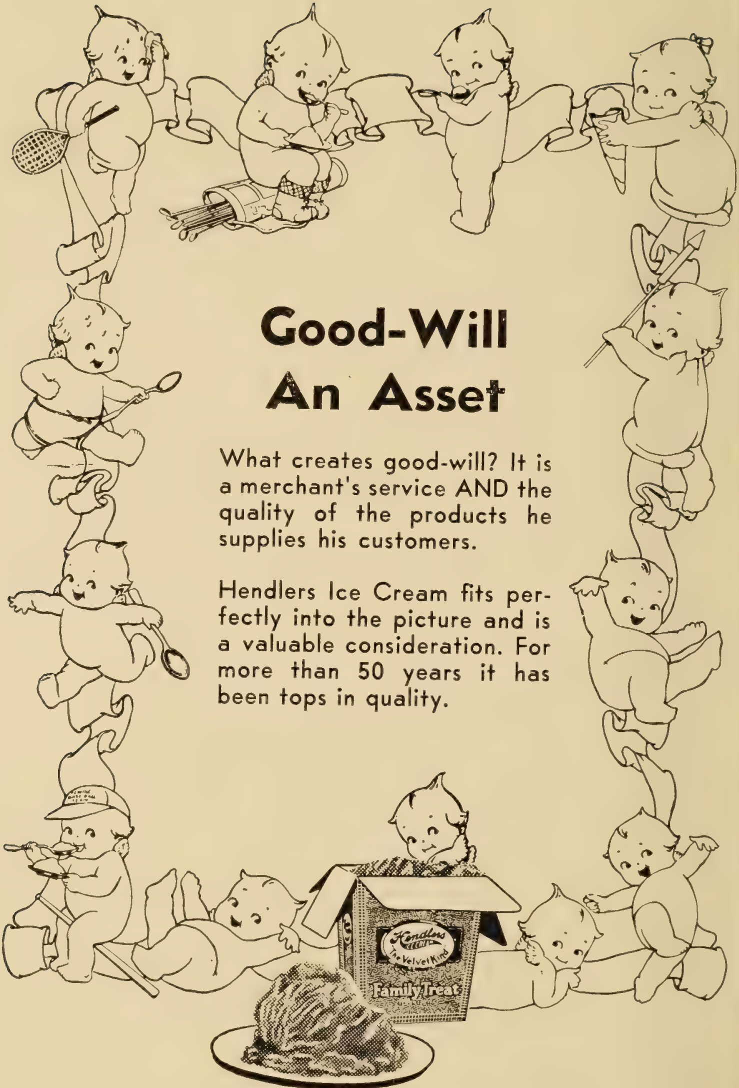
Hendlers
The Velvet Kind
Family Treat

Good-Will An Asset

What creates good-will? It is a merchant's service AND the quality of the products he supplies his customers.

Hendlers Ice Cream fits perfectly into the picture and is a valuable consideration. For more than 50 years it has been tops in quality.

First name in ice cream
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THE MARYLAND PHARMACIST

PRACTICAL • PROGRESSIVE • PROFESSIONAL

VOLUME XXXIV JULY, 1959 No. 10

GORDON A. MOUAT
President
Maryland Pharmaceutical Association
1959 - 60

(*Meet the President, Page* 736)

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Subscription Price $2.00 the Year
650 W. Lombard St. — JOSEPH COHEN, Editor — Baltimore 1, Md.

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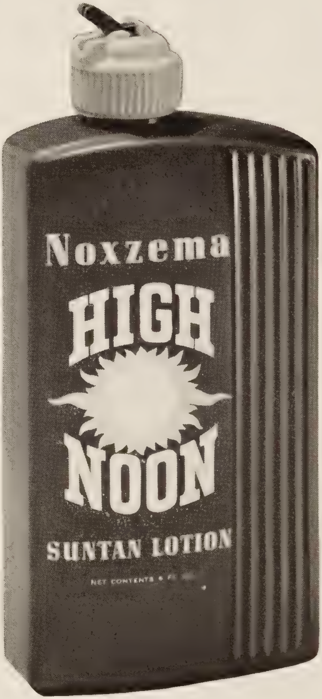
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★ Three popular sizes: 3 oz. tube, 89c; 6 oz. plastic bottle, $1.45; 12 oz. plastic bottle, $2.45. Stock now for quick summer profits.

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On the shores of the blue Pacific...

30 Lilly service wholesalers aid West Coast prescriptionists

In sharp contrast to the calm of the Pacific, West Coast pharmacy is a fast-moving profession. Prescription customers of the area have learned to expect fast, efficient service . . . and they get it!

What these customers never see, however, is the hidden help their pharmacist receives from his Lilly service wholesaler. With a distributor so near at hand, stock replenishment is only a phone call away. The pharmacist can give his customers rapid service *at minimal cost,* because he can maintain his stock at economical levels.

You can deliver this service and economy to your customers, too. Just make it your policy to take advantage of the Lilly policy of wholesale distribution. Route your orders through one of the 300 Lilly service wholesalers who span the nation.

No matter where you are, there's a Lilly service wholesaler nearby.

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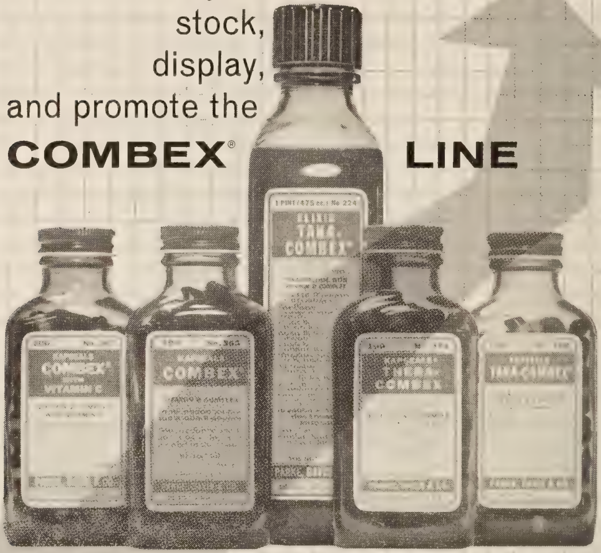
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TAKA-COMBEX ELIXIR 16-oz. bottle

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The Maryland Pharmacist

MARYLAND PHARMACEUTICAL ASSOCIATION

Office of Publication: 650 W. Lombard Street, Baltimore-1, Md.

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For rapid, safe and effective treatment of athlete's foot

Night use: **OINTMENT,** Propionate-Caprylates Compound, Improved, Wyeth

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Office treatment or after bath: **SOLUTION,** Propionate-Caprylate Compound, Improved, Wyeth

WYETH'S SOPRONOL DEAL

For high sales during vacation time and all year round

UP TO 54.6%* RETURN

YOU BUY	YOU GET, FREE
116	28
60	12
21	3
11	1

Sorry, no assortments

Make a combination sale for volume and profit!

AVAILABLE:		**YOUR COST:***
OINTMENT,	Tubes of 1 oz.	$ .43
	Tubes of 4 oz.	1.40
POWDER,	Cans of 2 oz.	.43
	Cans of 5 oz.	.81
SOLUTION,	Bottles of 2 fl. oz.	.43

Talk to your Wyeth Territory Manager about the sales-building counter displays available.

*Based on minimum direct order

Wyeth®
Philadelphia 1, Pa.

... Editorial ...

PHARMACY'S TWENTY-FIVE YEAR PLAN

The 77th Annual Convention of the Maryland Pharmaceutical Association presented a two-day panel discussion predicting and discussing the future of Pharmacy. From the discussion, it was obvious that Pharmacy must plan and execute immediate reforms—it cannot wait for, nor plan for a 25 year period. "It is later than you think."

The panel presentation was expertly moderated by Louis E. Kazin, Editor of Drug Topics and Drug Trade News.

Those who participated in the discussion were asked to present their views on developing a plan of action which would eliminate Pharmacy's aimless drifting in the past, and determine sound economic and professional goals for the future.

The following are partial excerpts from the prepared presentations made by the six-man panel which highlighted the Convention program:

Dr. Austin Smith, President, Pharmaceutical Manufacturers Association:

"This is the time for us to recognize that we have problems and that we can, if we want to, solve them. So I would like to urge all of us to take a vow that —1) We will try to meet our obligations as professionals on the health team. 2) When we hear accusations, we will demand facts before we speak or act. 3) When we do speak or act, we will do so within the family rather than through public airing. (4) When there is need for change we will provide leadership instead of obstruction. 5) We will never forget that there are many friends willing to help us through troublesome moments and not all of these friends are confined to the ranks of the health team. 6) We will never forget that no one member of the health team can stand alone."

Dr. W. Paul Briggs, Executive Director, American Foundation for Pharmaceutical Education:

"Pharmacy students will require more adaptive training in college to prepare them for the demands of 1) exclusive professional practice, 2) large store management and 3) community service centers. All must first be competent as pharmacists, but for each of those different areas of practice, students will need special training to prepare them for the other demands and duties that will characterize these environments where pharmacy services will be provided for the public."

Ray C. Schlotterer, Executive Secretary, Federal Wholesale Druggists' Association:

"In asking ourselves the question—How can we meet new competition in the future? —are we not really asking ourselves how can we provide something different for our neighborhood buying public; how can we create new appeals that will make the husband, the wife, the children come to us more frequently in the area we serve than they do to our competitors?

"It seems reasonably clear that one possible solution for the problem of sameness—or as we have seen, 'togetherness'—is 'apartness.' It is the rediscovery of those things that set a store apart from its competitors. It is a search for the special professional and merchandising characteristics that highlights one store from another in the mind of passing customers—present or potential."

Dr. Samuel W. Goldstein, Director of the Laboratory of the American Pharmaceutical Association:

"We see attractive solutions offered for perplexing problems before competent studies have been made (prepaid prescription plan in Ontario, Canada and similar programs now being considered by the California Pharmaceutical Association). Although insurance, as a means of financing health care and prescription costs in particular, may be applicable to part of our population, it is not a panacea for the entire problem . . .

"Does the public need prescription insurance? Does the public want prescription insurance? Can we give the public the kind of prescription they want or the kind they need? Pharmacy must invest in seeking the facts which will reveal the courses of action it should follow . . . This subject must be earnestly studied."

Robert E. Abrams, Executive Secretary, American College of Apothecaries:

"The problems facing us are fivefold. 1) a social climate which is based on personal security rather than personal freedom; 2) a hospital climate which increasingly enables the corporate hospital to assume an even more dominant role in medical care; 3) a scientific climate which taxes the medical and pharmaceutical professions to keep up to date; 4) a possible breakdown in the integrity of distribution whereby the distribution of drug products is channeled through other than those qualified legally and educationally to handle them; 5) the need for insuring the quality of pharmaceutical practice."

Ralph M. Ware, Jr., Secretary, Virginia Board of Pharmacy:

"Every time we have a problem, we cannot solve it in the halls of Congress or the state legislatures. Personal conduct, personal integrity, personal appearance, and a sense of professional responsibility go to make up the bulk of the law we should rely on.

"Without these in proper measure we forfeit our claim to be professional persons and protectors of the public health. The result is invariably more government regulation and the law of necessity."

The complete statements of these well-informed speakers will be published in the Proceedings Number of the Maryland Pharmacist. You are urged to read them.

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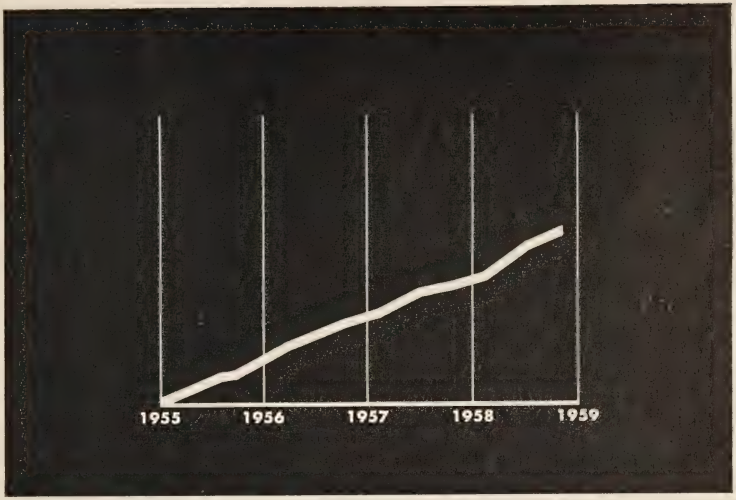

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PRESIDENT'S MESSAGE

Fellow Pharmacists:

I feel I must repeat one remark that I made at the Annual Banquet of our 77th Convention held at Galen Hall. "A man can have no greater honor than to be elected to office by his contemporaries."

It is with this humble feeling that I again thank all of you. I hope, and believe, that all of you will continue to give me the support and cooperation that was given to me at our convention. I know many of you, because of business, could not be with us at Wernersville, and it is to you that I would like to repeat these remarks.

Always bear in mind, a leader without workers can do nothing. Your Association needs many workers, and it is my sincere wish that we all work toward one goal; that is the advancement of Pharmacy. It is my request that we all forget any differences we may have had and join hands in an effort that could show results for our 1959-1960 year that will be remembered when the name of the President is forgotten.

I would like to again thank the Committees of the past year for all their work, particularly L.A.M.P.A. under the leadership of Lee Cooper and T.A.M.P.A. under the strong hands of Joe Muth. It goes without saying, our Executive Secretary, Joe Cohen, and his staff, as always, have supplied the power to turn the wheels. Also thanks to our suppliers that did so much to make our 77th Convention a success. I am looking forward to working with Arlene Padusses and Albert Heydemann, the new presidents respectively of L.A.M.P.A. and T.A.M.P.A. They are both wonderful people, and I present congratulations from the parent Association.

In closing my first message as your President, may I request your thoughts and ideas for the coming year and in return promise to bring to fruition all that are feasible. I hope your first response to me is to complete the cards, that you all have by now, telling me your preference of a Committee on which you would be willing to serve. If, for some reason, you cannot serve but have a suggestion for someone else, please present your idea to us.

Again thanks to all and may we have a great year.

Sincerely,

GORDON A. MOUAT, President
Maryland Pharmaceutical Association

In sorrow the thoughts of your friends blend with yours.

ARTHUR CLEMENT ELDRIDGE

Arthur Clement Eldridge died on July 2, 1959. He was 60 years old.

Mr. Eldridge was a native of Myersville, Maryland. He was a graduate of the University of Maryland School of Pharmacy, Class of 1923. He conducted a pharmacy bearing his name in Edgemere for the past 25 years. He was a member of both the Baltimore Metropolitan Pharmaceutical Association and the Maryland Pharmaceutical Association. He was a Mason and a Shriner.

We extend our heartfelt sympathy to his family.

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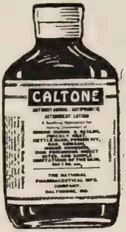

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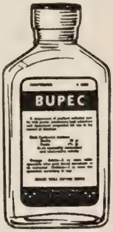

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. . . Fair Trade News . . .

FAIR TRADE STICKER NOTICES

HUMPHREYS MEDICINE CO.— Page 40-D

Item	F.T.M.
Humphreys Family Medicine—Small	.49
Humphreys Family Medicine—Medium	.98

JOHNSON & JOHNSON—Page 45

K-Y Jelly—4 oz.	.65
K-Y Jelly—2 oz.	.43

PRO-PHY-LAC-TIC BRUSH CO. —Page 81. Tote Brush, Inc. is now a part of this company.

#401 Dental Kit (including a Tote Brush & a tube of tooth paste)	$1.00
#402 Tote Brush Packette	.69

DRUG RESEARCH CORP.— Page 19-B

Insta-Pep—25's	$2.95
Insta-Pep—50's	4.95

GROVE LABS.—Page 35-B

Minit-Rub— ¾ oz.	.45
Minit-Rub—1¾ oz.	.89
Pazo Tin—1 oz.	.79
Pazo Tube—2 oz.	$1.69
Dr. Porter's Oil—1½ oz.	.39
Dr. Porter's Oil—3 oz.	.69

WARNER-CHILCOTT—Page 102

Mandelamine EC Tabs.—0.25 gm.— 120's	$3.50
Mandelamine EC Tabs.—0.25 gm.— 500's	12.85
Mandelamine EC Tabs.—0.25 gm.—1000's	24.35
Mandelamine Hafgram EC Tabs.—0.50 gm.— 100's	5.85
Mandelamine Hafgram EC Tabs.—0.50 gm.— 500's	25.65
Mandelamine Hafgram EC Tabs.—0.50 gm.—1000's	48.60

PERSONAL PRODUCTS CORP.—Page 74

Item	F.T.M.
Meds—Tampons & Modess Tampons—10's—Regular, Junior or Super	.49 2 for .97
Meds—Tampons & Modess Tampons—40's — Regular or Super	$1.69

RICHARD HUDNUT—Page 40-A

#21960—Setting Pretty	$1.25 + F.E.T.
#22100—Tru-Tint	2.25 + F.E.T.
#25064—Cleansing Cream for Dry Skin—4 oz.	1.25 + F.E.T.
#25304—All Clear Medicated Lotion	1.25 no F.E.T.
#25620—Face Powder 2 oz.	1.25 + F.E.T.

G.E. PHOTO LAMPS—Page 35-E

PH/SM	.18
PH/5	.15
PH/5B	.18
PH/M2	.13
PH/M2B	.15

SYLVANIA PHOTO LAMPS— Page 96-E

Press 25	.15
Type SF	.18
Bantam 8	.15
M2	.13
M2B	.15
M25	.15
M25B	.18

A. S. R. PRODUCTS CORP.—Page 1

Treet Blades—S.E.—10's	.43
Treet Blades—S.E.— 4's	.19
Pal Injector Blades—20's	.79
Pal S.E. Blades—20's	.79
Pal S.E. Blades—10's	.43

BLOCK DRUG CO.—Page 4-B

Green Mint Mouth Wash	.59
Rem Cough Syrup—Regular	.73
Rem Cough Syrup—Family	$1.09

STERLING DRUG - GLENBROOK LABS DIV.—Page 7

Item	F.T.M.
Bayer Aspirin—5 GR. Tabs.—24's	.25
Bayer Aspirin—5 GR. Tabs.—100's	.69
Campho Phenique Liquid—1 oz.	.35
Campho Phenique Liquid—2 oz.	.59
Campho Phenique Powder—2 oz.	.59
Dr. Caldwells Laxative—5 oz.	.63
Double Danderine—5 oz.	.54
Double Danderine—10 oz.	.89
Fletchers Castoria—2.5 oz.	.49
Fletchers Castoria— 5 oz.	.79
Haley's M-O (Reg. & Flav.)—8 oz.	.55
Haley's M-O (Reg. & Flav.)—16 oz.	.89
Haley's M-O (Reg. & Flav.)—32 oz.	$1.39
Mulsified Cocoanut Oil Shampoo—4.5 oz.	.49
Mulsified Cocoanut Oil Shampoo— 10 oz.	.98
Phillips Milk of Magnesia Tabs.—75's	.57
Phillips Milk of Magnesia Tabs.—200's	$1.09
Phillips Milk of Magnesia Liquid (Regular & Mint Flavored)— 4 oz.	.29
Phillips Milk of Magnesia Liquid (Regular & Mint Flavored)—12 oz.	.57
Phillips Milk of Magnesia Liquid (Regular & Mint Flavored)—26 oz.	.89

VICK CHEMICAL—Page 99-C

New Items	F.T.M.
Formula 44 Cough Mixture	.98
Sinex Nasal Spray	.98
Vicks Bio-Medic Throat Discs	.89

PACQUIN'S—Page 72-D

Item	F.T.M.
Pacquin's Silk 'N Satin Lotion—L4—Small	.33
Pacquin's Silk 'N Satin Lotion—L6—Medium	.59
Pacquin's Silk 'N Satin Lotion—L10—Large	.98

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School of Pharmacy, University of Maryland, News

Dean Noel E. Foss announced that 43 students received the Bachelor of Science Degree in Pharmacy, 6 received the Master of Science Degree in Pharmacy, 1 received the Master of Science in Pharmaceutical Chemistry, and 3 received the Ph. D. Degree in Pharmaceutical Chemistry during the past year.

The Sterling-Winthrop Research Institute has renewed its grant of $3600 for the support of steroid research for another year. This grant is administered by Dr. Norman J. Doorenbos, Associate Professor, Pharmaceutical Chemistry. In addition to the financial support given directly to the School, Sterling-Winthrop has been purchasing steroid intermediates and furnishing analytical and biological testing services to this research program.

Dr. Samuel Elkin, Ph. D. 1958, Assistant Professor, Pharmaceutical Chemistry, Temple University, was selected as "Man of the Year" by the Galen Alumni Chapter of Rho Pi Phi at Temple University.

Mr. William Burdell Baker, Ph. G. 1930, B.S. 1932, M.S. 1933, has been promoted to Field Manager, Product Development Department of S. B. Penick & Company. He was formerly Director of Antibiotic Field Sales.

Mr. Alder I. Simon, B.S. 1943, has been appointed Supervisor of all Sun Ray Drugstores in the State of Maryland.

Mr. Robert H. Klotzman, Ph. G. 1933, B. S. 1940, recently retired as Lieutenant Colonel in the regular army and, at present, retail pharmacist in Great Falls, Montana, visited Dunning Hall in June.

Another distinguished visitor to Dunning Hall in June was Dr. D. W. Brown, Phar. D. 1909, of Greenville, South Carolina, a Fifty Year Graduate of the School of Pharmacy.

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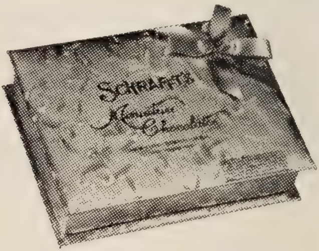

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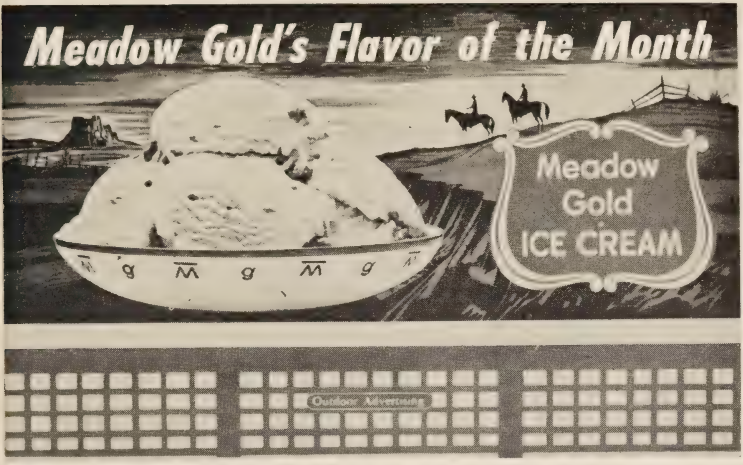
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. CONTRIBUTIONS .

SOME PHARMACEUTICAL USES OF METHYLCELLULOSE

By B. F. Allen*

Methylcellulose, U.S.P. is a methyl ether of cellulose containing not less than 26 per cent and not more than 33 per cent of methoxy (OCH/3) groups, calculated on the dried basis. It is formed by the interaction of dimethyl sulfate with cellulose which has been swollen by previous treatment with a strong base. This etherification is possible since cellulose is a polyhydric alcohol. The molecular weight of this compound has been reported to range from 30,000 to 150,000.

Methylcellulose[a] is produced in several viscosity grades according to the extent of methylation. It is soluble in cold water and will produce mucilages of various viscosities. The term "methylcellulose" is sometimes used loosely to describe all the members of the group known as "cellulose ethers."

The general properties of methylcellulose are (1) soluble in cold water but insoluble in hot water, (2) insoluble in most organic solvents, (3) stable to alkalies and dilute acids, (4) not affected by oily or greasy materials of animal, vegetable or mineral origin, (5) stable to heat up to 300°C. but will burn when ignited, (6) stable to light, (7) nonionic, therefore, very compatible, (8) very slight effect on surface tension, and (9) tasteless and non-toxic.

An aqueous solution may be prepared by anyone of the following procedures:

1. Methylcellulose is dissolved most easily by first wetting the material thoroughly with hot water (80°-100°C.). The mixture is then cooled to room temperature or below (5°-10°C.), and stirred until smooth.

2. Methylcellulose solutions may also be prepared by using one-half of the required water for the initial wetting as hot water and the remainder as cold water or ice, stirring until the solution is smooth.

3. A solution may also be made by stirring the methylcellulose in water at room temperature. The initial hot water treatment, however, hastens solution.

4. Permit the methylcellulose to soak overnight in the water.

5. Freeze the mixture of methylcellulose and water, and stir the combination during the thawing out period.

The solutions are perfectly neutral and are stable in any concentration. They do not ferment, or turn acid, and when pure (distilled) water is used they do not require a preserving agent. They are not affected by changes in acidity or alkalinity over a wide pH range. The more the solution is cooled, the clearer and thicker and more productive it becomes. The colloid is not destroyed even if completely frozen. Heating causes gelatinization (precipitation) but cooling and stirring transforms the solutions to their original smoothness and fluidity.

Solutions of methylcellulose are compatible with: (1) aqueous solutions of soaps, (2) most wetting agents, and (3) water-dispersable natural gums.

Small proportions of ethyl alcohol increases the viscosity of methylcellulose solutions. As the alcohol concentration is increased, over 50 percent separation results.

Aqueous solutions of methylcellulose will tolerate large proportions of glycols, glycerin, and sorbitol; that is, polyhydric alcohols.

As a general rule, the lower viscosity grades of methylcellulose are used where high solid content and low viscosity solutions are desired. The higher viscosity grades are suitable in preparations

---

*Associate Professor of Pharmacy, University of Maryland

[a] Available under trade names of: Methocel, Colloresin, Cellothyl, Nicel, and Methulose

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where viscous solutions are desired with a minimum content of methylcellulose.

This cellulose derivative has numerous applications in the food, cosmetic, and pharmaceutical industries. It replaces to advantage a number of substances in present use, namely: starch, acacia, tragacanth, karaya, chondrus. etc.

The inertness of methylcellulose to attack by intestinal enzymes its nonabsorptivity by intestinal mucosa and its high uniformity make it well suited as a bulk laxative. It has been reported that it does not interfere with vitamin absorption and does not bloat by forming a highly swollen mass in the stomach. The swelling of this substance takes place in the colon where the laxative action is desired.

Methylcellulose, if used properly, is an excellent viscid agent for combination with ophthalmic solutions of antibiotics, sulfa, cortisone, etc. It holds most of a drop in the conjunctival sac, even though the patient may blink. When the patient does blink, the solution is caught on the eye lashes and upon opening the eye, it flows back into the conjunctival sac. Of course, in a short time, tears will dilute the solution, and the excess is gradually expelled. Also, it has been used in the formulation of so-called "artificial tears" and its use with contact lenses has been recommended.

Methylcellulose has been investigated as a carrier to prolong the action of drugs administered by subcutaneous or intramuscular injection.

A powdered ointment base can be formulated from a combination of crystalline sorbitol (9-28 percent) and methylcellulose (91-72 precent.) At time of use, this base would be mixed with water in the ratio of not more than 9 parts of water to one part of base, depending upon consistency desired.

Methylcellulose has demonstrated its value as a binder and coating for medicinal tablets. A thin coating on ascorbic acid and ferrous sulfate retards oxidation, thereby preventing reaction with other ingredients in the formulation. The rate of release of hormones from "tablet implants" can be somewhat controlled when the ingredients are mixed with methylcellulose in different proportions.

The addition of methylcellulose powder to a granulation delays disintegration and solution of the preparation producing a "delayed action" tablet.

Sugar-free and non-glycogenetic preparations for use by diabetic persons have been prepared using methylcellulose as the thickening agent. Aqueous solutions of this substance in the proper concentrations may be used as satisfactory vehicles for various electrolytes in the concentrations in which they are ordinarily prescribed.

Methylcellulose stabilizes o/w emulsions at a concentration of 0.1 percent or less. When incorporated in soap, it aids its detergent action and produces a more lasting lather. It is also used in dentifrices, since it is neutral and tasteless. This material offers promise as a substitute for gelatin in the manufacture of capsules.

Synthetic edible creams are manufactured with methylcellulose as an ingredient. These creams should share with natural cream the advantage of supplying fat in readily digestible form. Possible they may be preferred to the natural product for better keeping qualities and presumably for bacterial sterility.

The following pharmaceuticals are available containing one or more active therapeutic ingredients in addition to methylcellulose.

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BARITAB PLUS (tab)
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BUFOPTO-SULFACEL-15 (liq)
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CELLUSENA (tab)
CELOGEL[1] (liq)
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EFRICEL (liq)
ENTEREX (tab)
FURACIN OPHTHALMIC (liq)
GELUTROPIN (liq)
HYDROLOSE[1] (liq)
ISOPTO PREPARATION[2] (liq)
KAOLOSE (liq)
KAOPECTATE W/NEOMYCIN (liq)
KEONOL (tab)
KOLANTYL (tab)
MELOZETS (wafer)
MIOCEL-BUFOPTO (liq)
MUCIPHEN (tab)
NEO-SYNEPHRINE OPHTHALMIC VISCOUS (liq)
OBELIP (cap)
OBOCELL (liq, tab)
PILO 1 and 2 (liq)
PILOCEL (liq)
PLANCELLO (tab)
REVICAPS (cap)
SODIUM SULAMYD OPHTHALMIC (liq)
STUART NORMACIS (tab)
SULFAMYLON VISCOUS (liq)
VERNACEL (liq)

---

[1] Methylcellulose only therapeutic ingredient

[2] Alcon Labs. prefix designating products containing methylcellulose for prolonged contact, lubrication and greater comfort.

PERSONAL NOTES

Mr. and Mrs. Louis M. Rockman announce the graduation of their son, Howard B. from the Drexel Institute of Technology. He is a member of Sigma Alpha Mu Fraternity and Tau Beta Pi national honor engineering fraternity. Howard plans to attend the George Washington University where he will further his studies in the field of patent law.

Mr. and Mrs. Louis Rockman announce the graduation of their daughter, Myra Sue, from Forest Park High School. In September, Myra plans to attend University of Maryland, School of Nursing.

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FOR years, Mr. Druggist, you have known Resinol in the familiar white opal jar. You have stocked and sold this ointment (containing many fine ingredients in lanolin) confident of its quick relief for itching, burning skin irritation.

NOW, by popular demand we have added another product—RESINOL GREASELESS. It contains the same fine Resinol medicants, combined in a *greaseless, stainless washable* base—and it's packaged in a handy tube.

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Gillette, Gem, Razors and Blades
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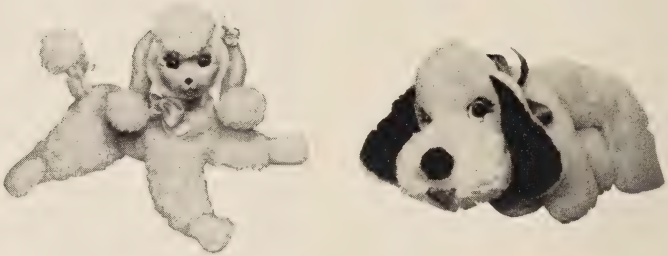

Come and Browse — See Our Complete Stock of Nationally Advertised Brands of Toys.

LET US HELP YOU TO:

1. **Increase Store TRAFFIC**
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1023 E. Baltimore Street **Telephone BR. 6-3695**

Affiliate Member of the Maryland Pharmaceutical Association

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Ever Outgrows the Need for

MILK

GET THE BEST . . . . GET . . . .

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DAIRY PRODUCTS

MU lberry 5-3800

• T.A.M.P.A. TATTLER •

OFFICERS OF THE TRAVELERS AUXILIARY
MARYLAND PHARMACEUTICAL ASSOCIATION 1959-1960

Honorary President—SAMUEL S. COHEN
President—ALBERT HEYDEMANN
First Vice President—NORBERT H. ZELLER
Second Vice President—RICHARD R. CRANE
Third Vice President—EDWIN M. KABERNAGEL, JR.
Treasurer—JOHN A. CROZIER
Secretary—LOUIS M. ROCKMAN

Directors
Joseph Muth, Chairman
George M. Brandt
Alexander M. Mayer
Frederick H. Plate
Joseph A. Costanza
William H. Harrison
Kenneth L. Mills
H. Sheeler Read
George B. Rider
Milton J. Timin

MARYLAND PHARMACIST COMMITTEE
Bernard A. Appel, Chairman
A. G. Leatherman
C. Wilson Spilker
Allen C. Smith
George S. Teass

Volume 17 **JULY, 1959** **No. 12**

TAMPA PRESIDENT'S MESSAGE

Dear Friends:

Another banner year of TAMPA activities has gone by under the excellent leadership of Joseph Muth. Congratulations to you, Joe, for a job well done.

And now it is my pleasant duty to preside over our great organization.

First of all, permit me to express my sincere thanks for entrusting me with this, our highest office. I am very proud to be following in the footsteps of all our outstanding past presidents. It will be my constant effort to live up to their standards as well as to your expectations. As you have proven in previous years, our organization is as great as all our members make it. I therefore ask again for your help as you have given it so freely in the past, so that we may keep on growing in size and value and that our wonderful fellowship will continue to enrich our lives.

I look forward to the coming year with great hopes. Our main effort will be to build up our active membership by offering outstanding programs of current interest. We want to particularly solicit the attendance of the members of our parent association and we will try to offer our ladies some enjoyable ladies days.

In choosing our chairmen and com-

ALBERT HEYDEMANN,
President, Travelers Auxiliary
Maryland Pharmaceutical Association

ADD

TO YOUR CIGAR DEPARTMENT

AND SCORE A HIT . . .

America's Favorite Cigars

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KING EDWARD

IGNACIO HAYA GOLD LABEL

KEEP THESE FINE CIGARS IN YOUR LINE-UP

Daniel Loughran Company, Inc.

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Baltimore — Hagerstown — Washington

mittees we have tried to bring some new blood into action hoping that we can continue to count on the "old timers" for their unassigned help.

In closing I want to extend the best wishes from the T.A.M.P.A. to Dr. Gordon Mouat, president of the M.P.A., Mrs. Anthony Padussis, president of the L.A.M.P.A. and all their officers and members for a successful year that we may all enjoy in harmony.

Sincerely,
ALBERT HEYDEMANN
President

T.A.M.P.A. ANNUAL MEETING

T.A.M.P.A.'s annual meeting was held at Galen Hall, Wernersville, Pennsylvania on Thursday, July 2—President J. Muth presiding. A good number of members were in attendance, and the meeting can accurately be described as "very lively."

This meeting was high-lighted by the election of officers for the year, July '59 to June '60. This year saw the newly created (and separate) offices of Secretary and Treasurer become a reality. This was done to divide the work and responsibility shouldered previously by the late Emory G. Helm. For the first year under this new alignment, the nominating committee recommended two past-presidents—Lou Rockman and John Crozier. The entire slate, as recommended by the nominating committee, was accepted unanimously. The complete list of officers is as follows:

Honorary President
    Samuel S. Cohen
President
    A. Heydemann
First Vice-President
    N. Zeller
Second Vice-President
    R. Crane
Third Vice-President
    E. Kabernagel, Jr.
Treasurer
    J. A. Crozier
Secretary
    L. M. Rockman
Chairman of the Board
    J. L. Muth
Directors for 1 year
    H. Sheeler Read
    G. B. Rider
    M. J. Timin
Directors for 2 years
    J. A. Costanza
    Wm. H. Harrison
    K. L. Mills
Directors for 3 years
    Geo. M. Brandt
    A. M. Mayer
    F. H. Plate

The writer, speaking from personal experience, can verify that the nominating committee has a very difficult task. Congratulations are extened to this year's nominating committee of B. Ulman, Jr., L. A. Rorapough, and George Teass. We also congratulate the newly elected officers and at the same time urge all T.A.M.P.A. members to support your organization and back up these officers. You lend the most effective support by attendance at the monthly luncheons and special events.

T.A.M.P.A.
COMMITTEES FOR 1959-60

Attendance: Maurice B. Brager, Chairman; Emil C. Brandon, John C. Cornmesser, John D. Davidson, Russell C. Eustice, Jr.

Custodian: Elmer H. Biles, Chairman; Herman Bloom, Albert E. French, Jr.

Greeting: Robert Tobias, Chairman; Charles Becker, Thomas F. Mullen.

Luncheon: Louis Levy, Chairman; Albert J. Binko, B. Dorsey Boyle, Alfred E. Callahan, Joseph B. Herron, Albert Hendler.

Md. Pharmacist: Bernard A. Appel, Chairman; A. G. Leatherman, C. Wilson Spilker, Allen C. Smith. George S. Teass.

Membership: Joseph J. Hugg, Chairman; Laurance A. Rorapaugh, Walter W. Vogel, Kenneth F. Love, J. William Gehring, Arthur W. Shay.

Program: Martin Rochlin, Chairman; George S. Euler, Robert B. Kettlewell, Thomas J. Kelly, I. F. Kartman, Bernard Ulman, Jr., Harry A. Zears.

Publicity: Jack M. Albert, Chairman; John A. Ratigan, Jr., Samuel M. Sieger.

Welfare: James E. Allen, Chairman; E. Donald Spedden, Marcus Satou, Charles L. Armstrong.

PHARMACY CHANGES

The following are the changes in pharmacies in this State during June:

Change of Ownership

The Purdum Pharmacy, 6901 York Road, Baltimore 12, Mr. Milton J. Brownstein, Proprietor.

G & G Drug Store, Inc., 8th & D Streets, Sparrows Point 19, Joseph F. Getka, president, Herbert F. Gakenheimer, vice-pres., Milton S. Getka, secretary-treasurer. Mr. Clyde N. Kaldreuth, formerly a member of the firm, died.

Rettaliata's Pharmacy, Inc., 2200 North Charles Street, Baltimore 18, Leo C. Rettaliata, president.

Medical Arts Pharmacy, 20 South Center Street, Cumberland, Mr. Samuel Wertheimer, president. (Formerly individually owned by Mr. Wertheimer).

The following Sun Ray Drug Company stores now known as Consolidated-Sun Ray, Inc.:

2801 Greenmount Avenue, Baltimore 18.

5820-5828 Hillen Road, Baltimore 12.

Liberty Heights Avenue & Tioga Parkway, Baltimore 15.

5616 Ritchie Highway, Brooklyn 25.

5708 Baltimore National Pike, Catonsville 28.

1402 Reisterstown Road, Pikesville 8.

Closed

Gates Drug Company, 2320 West Baltimore Street, Baltimore 23, Earl A. Gates, proprietor.

Headquarters for
HOOVEN LETTERS
ROBOTYPED LETTERS
LYKA TYPED LETTERS
MONOCAST LETTERS
PRINTING
PHOTO-OFFSET PRINTING
MULTIGRAPHING
MIMEOGRAPHING
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call
MUlberry 5-3232, 33, 34
SAratoga 7-5172, 73

D. Stuart Webb
ADVERTISING SERVICES, INC.
306 N. GAY STREET
Baltimore 2, Maryland

Your Future Is More Secure With The Best Available Insurance.

THE DRUGGISTS' OWN INSURANCE CO.
Service Security Savings
THE AMERICAN DRUGGISTS' INSURANCE CO.
American Building
CINCINNATI, OHIO

CONSULT OUR AGENTS
A. M. MAYER
Maryland State Agent
1800 NORTH CHARLES STREET
Baltimore 1, Maryland

Phone—PLaza 2-2508—Office
MOhawk 4-3106—Home

-: NEWS ITEMS :-

MEET THE PRESIDENT

Gordon A. Mouat was elected 76th President of the Maryland Pharmaceutical Association at the 77th Convention of the Association held at Galen Hall, Wernersville, Pennsylvania, June 29 - July 2, 1959.

Gordon is a native Marylander. He was born in Baltimore, January 7, 1914. His entire formal education was obtained in Baltimore. He graduated from the Baltimore Polytechnic Institute in 1933 and received his Bachelor of Science degree in Pharmacy from the University of Maryland School of Pharmacy in 1937.

Upon graduation from Pharmacy School, Gordon was employed as a registered pharmacist by Mixon and Weller, at the same time taking a part-time position with Burriss and Kemp. Eventually, he resigned his position with Mixon and Weller and entered the field of hospital pharmacy as pharmacist at the Maryland General Hospital retaining his part-time connection with Burriss and Kemp.

Gordon made exceptional progress at Maryland General Hospital advancing to Purchasing Agent and Assistant to the Superintendent of the Hospital. He also taught Drugs and Solutions, and Materia Medica to the student nurses of the Hospital in conjunction with his other duties.

On January 6, 1945, Gordon entered into partnership with Alexander J. Ogrinz, Jr., in the purchase of Burriss and Kemp. Later this partnership also purchased the Homeland Pharmacy. At the present time, further expansion is materializing in the Lutherville area of Baltimore County.

During his Pharmacy School days, Gordon was President of the Students' Auxiliary of the Maryland Pharmaceutical Association and Phi Delta Chi Fraternity. He is a past president of the Baltimore Retail Druggists' Association (now the Baltimore Metropolitan Pharmaceutical Association), and the Alumni Association School of Pharmacy, University of Maryland.

He is a member of many organizations in and out of Pharmacy. Among these are: local, state and national pharmaceutical societies; the Wedgewood Club; and the General Alumni Council of the University of Maryland. He is a member of the Advisory Council of the Baltimore City Medical Care Program and a Director of the Calvert Drug Company. Gordon worships at Ascension Lutheran Church and takes part in church activities.

He is devoted to the practice of Pharmacy and has spent much time and effort in behalf of its advancement. Gordon is full of energy and drive and is not known to shirk responsibility. He gets a job done well without pretense, alibi or procrastination.

All is not business with Gordon. He finds time to get in some golf and other social activities. He is married to the former Madeline Schweitzer. The Mouats have one daughter, Barbara Lynn, an honor student in her Junior year at Towson High. The happy family make their home in Towson.

A MESSAGE FROM THE PRESIDENT OF L.A.M.P.A.

Dear L.A.M.P.A. Members:

We are entering our sixth year of activity.

Our past officers headed by Mrs. Morris L. Cooper and her predecessors have done an outstanding job in bringing our organization from its conception to its present infant stage.

Considering the present membership, our organization has progressed very well. However, we must not be complacent. It should be the project of every L.A.M.P.A. member to make an effort for a more complete membership

A Cordial Invitation Is Extended

TO ALL MARYLAND PHARMACY

To Visit The

SEVENTH ANNUAL

BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION

DRUG AND GIFT SHOW

EMERSON HOTEL
Baltimore, Maryland

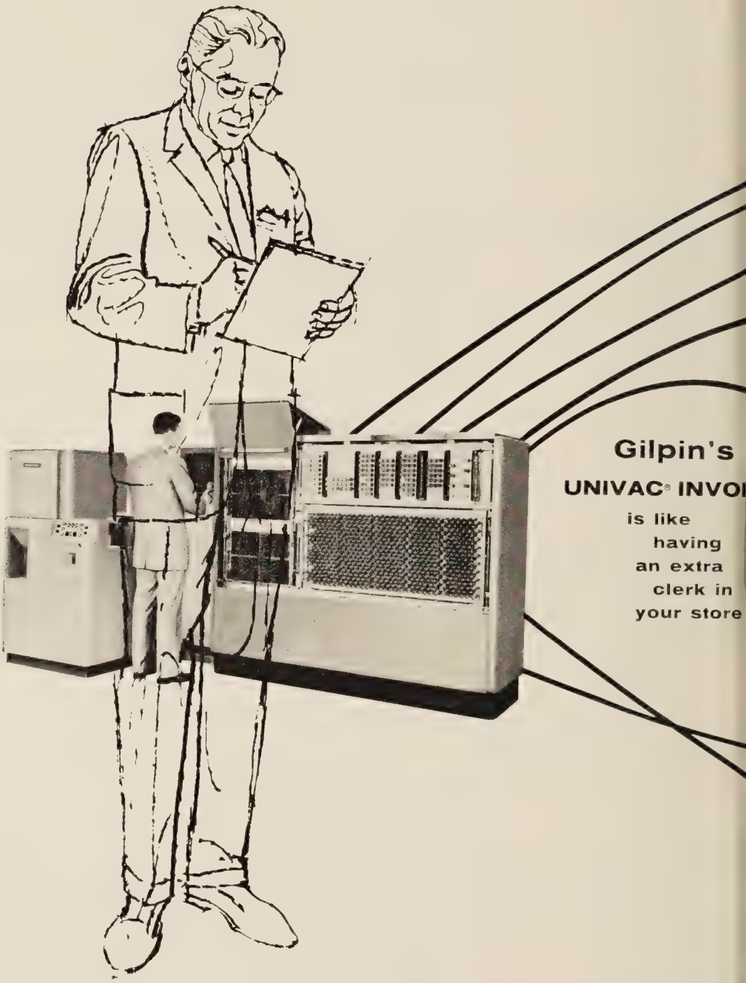
ENTIRE BALLROOM FLOOR
Air-conditioned For Your Comfort

September 22, 23, 24 – 1959

DAILY HOURS: 2:00 P.M. 'TIL 11:00 P.M.

Mark Your Calendar
Anticipate Your Fall Drug and Gift Needs
Buy At the B.M.P.A. Show
SAVE TIME — SAVE MONEY — SAVE TRAVEL
Everything You Need On One Floor In One Place
FREE GIFTS — FREE REFRESHMENTS — FREE PRIZES

Visit The Gilpin Model Drug Store



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clerk in
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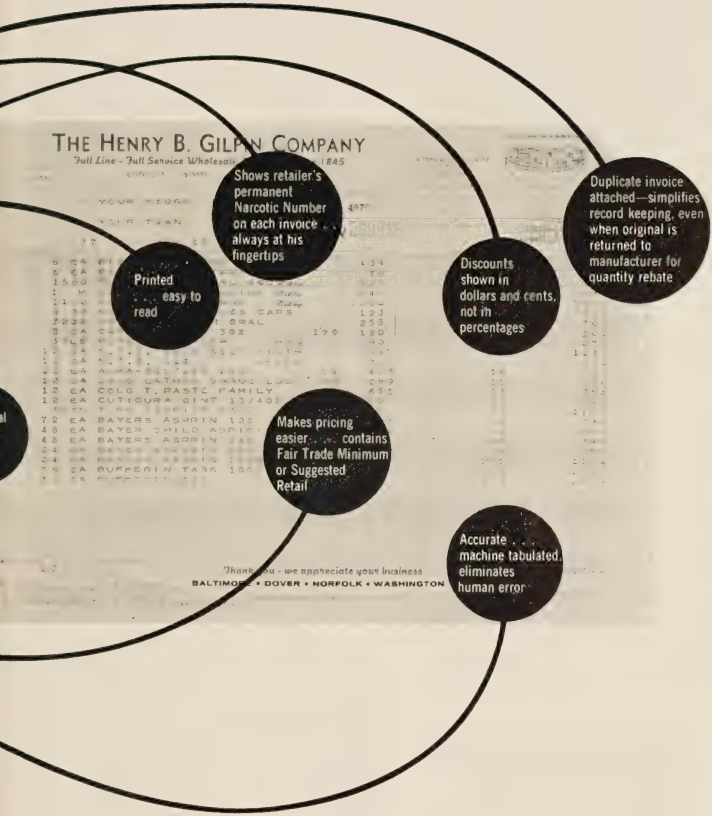

Shows retailer's permanent Narcotic Number on each invoice . . . always at his fingertips
Printed . . . easy to read
Discounts shown in dollars and cents, not in percentages
Duplicate invoice attached—simplifies record keeping, even when original is returned to manufacturer for quantity rebate
Makes pricing easier . . . contains Fair Trade Minimum or Suggested Retail
Accurate . . . machine tabulated, eliminates human error

THE HENRY B. GILPIN COMPANY
Full Line - Full Service Wholesale … 1845

YOUR STORE
YOUR TOWN

12 EA COLG T. PASTE FAMILY 651
12 EA CUTICURA OINT 13/48
72 EA BAYERS ASPRIN
48 EA BAYER CHILD ASPIRIN
48 EA BAYERS ASPRIN
EA BUFFERIN TABS 100

Thank you - we appreciate your business
BALTIMORE • DOVER • NORFOLK • WASHINGTON

PIN COMPANY *Full line-full service wholesale druggists since* 1845

BALTIMORE • DOVER • NORFOLK • WASHINGTON

MRS. ANTHONY G. PADUSSIS
President Ladies' Auxiliary
Maryland Pharmaceutical Association

for only then will we be able to more perfectly fulfill our aims and goals.

I, as your president, promise to make every effort towards this endeavor. However, in order to succeed, we must all realize this cannot be accomplished by the few. I urge all of you to strive for new membership.

I am looking forward to greeting all our members personally when we hold our next meeting and to acquaint you with our program for the year's activities.

Sincerely,

MRS. ANTHONY G. PADUSSIS
President

L.A.M.P.A. OFFICERS AND DIRECTORS FOR 1959-1960

Honorary President
Mrs. Louis Kahler
President
Mrs. Anthony G. Padussis
1st Vice-President
Mrs. Samuel I. Raichlen
2nd Vice-President
Mrs. Felix Kaminski
3rd Vice-President
Mrs. Norman J. Levin
Treasurer
Miss Amelia C. DeDominicis
Recording Secretary
Mrs. H. Sheeler Read
Corresponding Secretary
Mrs. Albert Rosenfeld,
99 Smithwood Avenue,
Catonsville 28, Md.
Membership Treasurer
Mrs. William H. Harrison

Directors

Mrs. Morris L. Cooper,
Chairman of Board
Mrs. Henry H. Goldscheider
Mrs. Henry M. Golditch
Mrs. Milton A. Friedman
Mrs. Charles J. Neun
Mrs. Albert Leatherman
Mrs. George M. Schmidt,
Elkton, Maryland.
Mrs. A. Wayne Braden,
Silver Spring, Maryland.
Mrs. Edward C. Maisenhalder,
Bel Air, Maryland.
Mrs. William A. Cooley,
Cumberland, Maryland.
Mrs. Charles S. Austin,
Honorary Board Member
Mrs. Frank Block,
Historian.

GRACE LOTZ KAHLER
Honorary President L.A.M.P.A.

The father of L.A.M.P.A.'s first Honorary President, Grace Lotz Kahler, conducted a pharmacy at Conway & Warren Streets and through that association she, too, became interested in the profession.

Mrs. Kahler graduated in 1906 from the University of Maryland with the highest average in her class and received the Gold Medal for general excellence. At that time there were only two girls among the graduates. Three years ago, she celebrated the 50th anniversary of her graduation.

OFFICERS L.A.M.P.A. 1959-60

First Row: Mrs. Felix Kaminski, Second Vice President; Mrs. Anthony G. Padussis, President; Mrs. Samuel I. Raichlen, First Vice President.

Second Row: Miss Amelia C. DeDominicis, Treasurer; Mrs. Albert Rosenfeld, Corresponding Secretary; Mrs. Morris L. Cooper, Chairman of the Board.

Third Row: Mrs. Scheeler Read, Recording Secretary; Mrs. William H. Harrison, Membership Treasurer; Mrs. Norman J. Levin, Third Vice President.

She worked at the old Union Protestant Infirmary, now the Union Memorial Hospital and relieved Miss Cooper at the old Bay View Hospital. She taught solutions at the Woman's Hospital and also taught chemistry at the old Woman's Medical College.

While working at the Emerson Drug Company she met and married Mr. Louis Kahler, who has since died.

JUSTIN L. POWERS 1959 REMINGTON MEDALIST

The Director of Revision of the National Formulary and Editor of the Scientific Edition of the Journal of the American Pharmaceutical Association, has been nominated by the past presidents of the APhA to become the 36th recipient of the Remington Honor Medal. Following the completion of National Formulary XI, Dr. Powers will retire as Director of Revision of the NF and Editor of the Scientific Edition of the Journal.

OFFICERS FOR 1959 - 60 PRINCE GEORGES - MONTGOMERY COUNTY PHARMACEUTICAL ASSOCIATION

Salvatore J. Latona, President; Herman Taetle, First Vice President; W. Les Brunnett, Second Vice President; Robert S. Sinker, Third Vice President; Gerald Y. Dechter, Fourth Vice President; Stanley R. Newhouse, Treasurer; Dominic J. Vicino, Secretary.

1909 - - - 1959

OUR FIFTIETH ANNIVERSARY

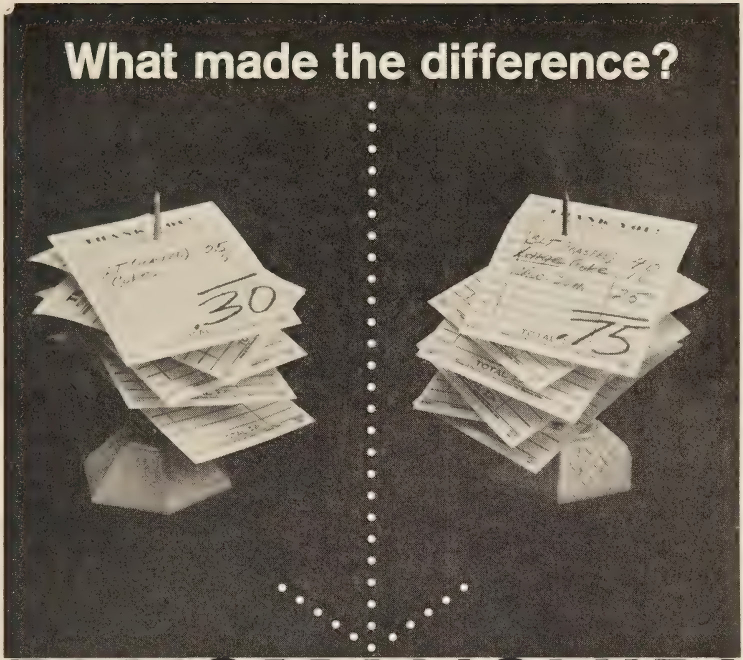
Our entire organization extends greetings to you for the year . . . 1959 . . . and wishes to thank the pharmacists of Maryland for their loyal support and most valued patronage over the years . . .

TAFT, WARREN & TAFT, INC.

ESTABLISHED 1909

122-124 South St. • Baltimore 2, Md.

SAM COHEN, President
SCOTT M. PHOEBUS
RALPH HERMAN
LOUIS COPELAND
EUGENE FRISHMAN
MARIAN FRISHMAN
STEPHEN ROSENSTEIN
LUCILLE MILBOURNE



PLUSMANSHIP!

Sure, you know about suggestion selling. Problem is, how do you get it rolling? The Coca-Cola Company can help you with a complete Plusmanship program. Plusmanship gets you that extra sale that lies just beyond the customer's original order. It consists of full-color displays that suggest bigger orders, and a wealth of sales training material that will help you and your personnel put it to work. Only The Coca-Cola Company offers you this dynamic program to create bigger orders, bigger tickets, more profits! Ask the representative for Coca-Cola who calls on you about Plusmanship. He'll be glad to help. Or write: The Coca-Cola Company, Fountain Sales Dept., P. O. Drawer 1734, Atlanta, Ga.

SIGN OF GOOD TASTE

Sell Coca-Cola

OFFICERS OF THE MARYLAND PHARMACEUTICAL ASSOCIATION
1959 - 60

Seated left to right: Frank L. Black, Honorary President; Norman J. Levin, Second Vice President; Gordon A. Mouat, President; Harold M. Goldfeder, First Vice President; Victor H. Morgenroth, Jr., Third Vice President.

Standing left to right: Joseph Cohen, Executive Secretary; John F. Wannenwetsch, Treasurer; Frank Block, Chairman of Executive Committee.

GREATER BALTIMORE PUBLIC RELATIONS

All BMPA members have received the W-I-T-H Point-Of-Sale material to be used in conjunction with the Neighborhood Drug Store Public Relations Program.

This material includes:

1. Window streamers promoting "The W-I-T-H News, Sponsored By Your Neighborhood Drug Store."
2. Shelf markers advertising "The W-I-T-H Neighborhood Drug Store Special."
3. Cash register strips identifying your store as a "W-I-T-H Neighborhood Drug Store."
4. Product stickers for "W-I-T-H Neighborhood Drug Store Specials."

In order to make the W-I-T-H promotion work to your best advantage, use these materials wherever possible throughout your store. If you need more of them or need to replace some, please let the association know. W-I-T-H is promoting the Neighborhood Drug Store "On The Air," Monday through

your

FREE $26,000 ADVERTISING BUDGET

W-I-T-H spends that much a year in air time to promote *you* — the neighborhood drug store!

- **TWELVE NEWS BROADCASTS A WEEK!** Monday through Saturday at 11 a.m. and 2 p.m.
- **TWO FIFTEEN MINUTE SHOWS A WEEK!** Tuesday and Saturday, 7:30 - 7:45 p.m.
- **THIRTY EXTRA COMMERCIALS EACH WEEK!** Five a day, Monday through Saturday, at the best listening times.
- **SIX COMMERCIALS A WEEK ON WITH-FM!** Reaching the good music audience.

PLUS THESE POINT-OF-SALE PIECES TO PRODUCE MORE SALES FOR YOU!

- **Window Streamers**
- **Shelf-Talkers**
- **Cash Register Strips**
- **Tags**

ALL of W-I-T-H's proven power to persuade people is squarely behind *you* — the neighborhood druggist, in your fight for a stronger pharmacy!

W-I-T-H

123 ON YOUR RADIO

Saturday, every week. The schedule of broadcasts runs as follows:

Two News Broadcasts each day at 11:00 A.M. and 2:00 P.M.

Fifteen Minute Show, Tuesdays and Saturdays, from 7:30 to 7:45 P.M.

Five extra commercials each day, six days a week.

Six spots per week on W-I-T-H FM, Monday through Saturday.

Please note the extensiveness of this program. The value of the time allotted is approximately $500.00 per week. But, it doesn't cost you one cent. All you have to do is display the W-I-T-H materials, promote the W-I-T-H advertised products and keep your store radio tuned to W-I-T-H, 123 Radio.

WELCOME ABOARD

Under the Constitution of the Maryland Pharmaceutical Association, all registered pharmacists are eligible for Active membership with full privileges including the right to hold office and vote.

The Maryland Pharmaceutical Association is pleased to welcome the following employee pharmacists of the Cumberland area who have recently become Active members as a group:

Myron E. Blough
620 Lincoln Street
Cumberland, Maryland

Frank B. Clark
Ellerslie, Maryland

Eugene Judy
2 Byrd Avenue
Cumberland, Maryland

Robert F. Nierman
14 South Chase Street
Cumberland, Maryland

Ronald Schindler
322 Fayette Street
Cumberland, Maryland

Harry H. Sellers
607 Maryland Avenue
Cumberland, Maryland

Lynn Sheetz
14 Long Drive
Cumberland, Maryland

William Sullivan
1815 Bedford Street
Cumberland, Maryland

Robert F. Tomsko
11 N. LaVale Street
LaVale, Maryland

This is a fine precedent. We invite all registered pharmacists to become members of their State professional society and avail themselves of the many services the Association has to offer.

SQUIBB OFFERS VITAMIN ASSIST

Consistent with Squibb's campaign to keep vitamin business in the drug store, Squibb offers attractive book matches, reminding the consumer that his pharmacist is his qualified representative for dispensing health products. The matches are available to druggists in cases (2,500 books to a case) at cost, through the Squibb salesman.

PERSONAL NOTES

Sadye and Mickey Friedman collected that first prize in the Clinitest Contest —a trip to Honolulu! We have the card to prove it. Aloha!

And from the Smokies in Tennessee comes a card from the Scheeler Reads and Don Steiners, who are travelling together. The card says "on to Asheville, N. C." Sounds like a Florida destination?

You should have seen the "champs" chomp those luscious crabs at the annual crab feast of the Arex Club held at the Pimlico Hotel on July 8th.

What's this? Mickey Friedman, Harris Pharmacy won another one! A $94.50 Poloroid Land Camera in the Lavoris Contest. This was only **second** prize this time. Is he good or is he lucky?

The
Burrough Bros.
MANUFACTURING CO.

Quality
Pharmaceuticals
Since 1863

123 MARKET PLACE
BALTIMORE 2, MD.

meet
TAKE-ALONG
Hassidy, *pardner*

This drug store cowboy is one reason your Austin stocks sell out so fast. Folks take along a package or two — back to the office, or for the trip in the car. A husky supply of Austin varieties pays off in fast turnover, repeat business, more profit! (Customer satisfaction, too.)

Austin's®
Peanut Butter Sandwiches
Cookies & Snack Varieties

Austin's
CHEESE PEANUT BUTTER SANDWICHES
Austin's
CHEESE PEANUT BUTTER SANDWICHES

Austin's
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Balto. 3, Md.

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Exclusive Distributor of

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NEW YORK
LONDON BOSTON PARIS
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"THE CANDY OF EXCELLENCE"

NATIONALLY ADVERTISED

LExington 9-4987, 9-4988, 9-4989

221-23 W. PRATT ST. **BALTIMORE 1, MD.**

Accepted By Pharmaceutical Profession Since 1890

MANHATTAN DRUG CO.

156-158 Tillary Street
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Manufacturers of

DRUG SPECIALITIES

Stearns and Patch Private Label Formulas
Buyers Imprint M-D-C Label

Neo Hist Nasal Spray—Neo Hist Capsules & Tablets
Thriocain Lozenges—Nervtabs—Gum Jel

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I. M. (Irv.) Fischer, Jr.
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stay longer, buy more

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up to 40%

EMPLOYEE

efficiency
increases

YOU CAN BE SURE . . . IF IT'S **Westinghouse**
SURE OF MORE BUSINESS—MORE PROFITS

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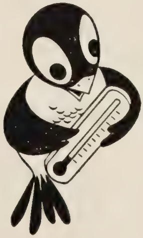
Summer prices and Special terms to druggists.



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OREOLE
Refrigeration Co.
2308-10 FREDERICK AVE.
BALTIMORE 23, MD.

Tell them you saw it in "The Maryland Pharmacist"

RESOLUTONS ADOPTED 1959 CONVENTION

No. 1—WHEREAS, more and more each day pharmacists are directed by prescribers to write the name or names of the ingredients of the prescriptions on the label, and

WHEREAS, abiding by such requests and marking the directions on the label of prescriptions makes such directions confusing, if at all understandable,

WHEREAS, the practice can lead to self-medication with possible harmful results, and

WHEREAS, such labeling tends to create consultation between pharmacist and patient as to nature and usages of the prescribed medication, thereby forcing the pharmacist into a sphere of conduct contrary to his professional ethics, therefore,

BE IT RESOLVED, that the Maryland Pharmaceutical Associaion go on record as considering this practice not in the best interests of the pubic health and earnestly recommend that the Medical and Chirurgical Faculty of Maryland and the Baltimore City Medical Society give the matter serious consideration.

No. 2—RESOLVED that physicians be urged and requested to hand their prescriptions to their patients, as this practice upon the part of the physicians will enable the patient to take his prescription to the pharmacy of his choice, and thus would be fair and equitable to the pharmaceutical profession as a whole, and

BE IT FURTHER RESOLVED, that a copy of this resolution be sent to the Medical and Chirurgical Faculty of Maryland, and the Baltimore City Medical Society.

No. 3—RESOLVED, that it express its complete confidence in John W. Dargavel's leadership for the fight to obtain Congressional approval of H. R. 1253 and S. 1083, and as evidence of this confidence, every retail pharmacist in the state is urged to write his Congressman and Senators, expressing his or her profound interest in this legislation, and urging active support of the legislation; and

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BALTIMORE 2, MD
PLAZA 2-3431-32

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Al Heydemann

COLOR
GILT EDGE Photo Service Inc.
BLACK & WHITE

BE IT FURTHER RESOLVED, that a copy of this resolution be sent to Dr. Dargavel as evidence of our appreciation of his splendid efforts in our behalf.

No. 4—RESOLVED, that it express its opposition to legislation now pending in Congress, the effect of which would be to raise the minimum hourly pay to $1.25; which legislation, if enacted, would place an unjustified burden upon those retail outlets which employ part-time workers and other unskilled and untrained persons for work which does not merit this rate of pay.

No. 5—RESOLVED, that it record its vigorous and sustained support for H.R. 1253 and S. 1083, the National Fair Trade Bill, and that it urge every member of the Maryland delegation in Congress to support the bill on the ground that it is vital to the survival of the small business man and indispensable to maintaining fair and equitable retail

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ICE CREAM CONES

TOPS with ice cream . . . TOPS in ice cream cones . . . you and your customers will "go" for Flavor-ized Flare-TOPS. If your regular wholesaler can't supply you, write or phone:

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distribution in trademarked and identified consumer merchandise.

No. 6—RESOLVED, that every pharmacist be urged to tie in as effectively as possible with nationally advertised drug store products so as to become identified in the public mind as the source of these products and thus spotlight the drug store as the safe, logical and dependable outlet for drugs, medicines, and health care needs generally.

No. 7—RESOLVED, that every pharmacist be urged to give special sales and promotion effort to his up-front merchandising departments, as these account for a substantial part of total drug store volume, and thus are a part of the economic foundation of retail pharmacy.

No. 8—RESOLVED, that all pharmacists in the state be urged to evaluate critically the over-all appearance and arrangement of their stores so as to assume the most favorable impression with the public, and give retail pharmacies their distinctive place in community life.

No. 9—RESOLVED, that it record its vigorous support of H.R. 11, generally known as the Equality of Opportunity Bill, the purpose of which is to amend the Robinson-Patman Act so as to make unlawful undercover rebates, fake advertising allowances, and other price advantages given the few at the expense of the many; and,

BE IT FURTHER RESOLVED, that a copy of this resolution be sent to each member of the Maryland delegation in Congress, with the request that they work actively for the passage of this legislation.

No. 10—RESOLVED, that the Executive Committee give study to the general proposition that competitive advantages might come to those pharmacists who establish specialized departments in their drug stores such as veterinary department, diabetic and dietetic department, camera and photographic supplies, abdominal belts and related supplies, and thus establish themselves as specialists in these departments and qualified to give expert advice and directions with respect to the uses of the products involved.

No. 11—RESOLVED, that the officers and executive committee be instructed to devise a plan which will direct the attention of pharmacists to the declining share of the retail drug store in the expanding volume of cosmetics and toilet articles, on the ground that these products are widely advertised to the consumer and their over-all volume is now at record-breaking levels—a fact which would seem to mean greater sales opportunities for those retail pharmacists who give active and effective merchandising support to these products.

No. 12—RESOLVED, that every pharmacist in the state be urged to make a critical study of annual prescription surveys, as featured by DRUG TOPICS and other leading pharmaceutical journals, to the end that prescription pricing in every retail pharmacy may be on a sound economic basis, and in accord with prescription pricing throughout the country, as shown by these annual prescription pricing surveys.

No. 13—RESOLVED, that the Executive Committee be instructed to give serious study to the urgent legislative needs of pharmacy for the purpose of sponsoring legislation at the next meeting of the Maryland legislature which will command the confidence and support of all pharmaceutical interests in the state so that, when the legislative program is decided upon, it will merit and receive the unified support and approval utterly essential to favorable legislative action.

No. 14—RESOLVED, that it extend its sincere appreciation and thanks to Radio Stations WBAL, WBMD, WFBR, WITH and WCAO in Baltimore. WTBO in Cumberland, WGAY in Silver Spring, and TV Station WBAL in Baltimore for their genuine cooperation and

Dates Can be Significant.

They can be just another day or series of days, or they can mark a turning point in history.

They can note the slow downward trend, or they can mark the upward climb to greater achievements.

Three days coming up that should be remembered —

September 22 - 23 - 24, 1959

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of the

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assistance in giving favorable publicity to the pharmacies in Maryland, and

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to the managers of the respective stations as a symbol of appreciation by the Maryland Pharmaceutical Association.

No. 15—RESOLVED, that it express its appreciation to the Baltimore Sun, the Baltimore Evening Sun, the Baltimore News-Post and any other newspaper in the state for the publicity given the Association during the convention and also for acquainting the public during the year with pharmacy's many contributions and services to the public; and,

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to the editors of these newspapers.

No. 16—RESOLVED, that it express its sincere appreciation and thanks to Gordon A. Mouat, Chairman, and other members of the Convention Committee, for the wonderful job they have done in planning and contributing to the success of the convention, and in gladly catering to the comfort of the persons attending this convention, and

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to Mr. Mouat, the chairman of the Convention Committee.

No. 17—RESOLVED, that it express its deepest appreciation and thanks to the various suppliers that provided prizes for the various meetings at the convention, and which helped to make the meetings successful, and,

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to each of these companies or individuals.

No. 18—WHEREAS, the T.A.M.P.A. and L.A.M.P.A. have been tireless in their efforts to do an outstanding job, and,

WHEREAS, the president and secretary of both T.A.M.P.A. and L.A.M.P.A., with the assistance of their respective officers and members, did everything possible for the comfort and convenience of our members and guests.

THEREFORE, BE IT RESOLVED, that the Maryland Pharmaceutical Association express its profound gratitude to these organizations and their respective officers for their splendid cooperation which contributed so much to the success of the convention.

No. 19—RESOLVED, that it express its heartfelt thanks to the management of Galen Hall for the many courtesies extended to our members and guests, and also for the excellent manner in which the management handled the many details which were largely responsible for making the convention a success; and,

BE IT FURTHER RESOLVED, that a copy of this resolution be sent to the manager of Galen Hall.

No. 20—WHEREAS, distribution of pharmaceutical combinations containing narcotics requires additional record keeping, and

WHEREAS, these combinations are seldom introduced because of the necessity for such compounds since components are already available and could be compounded by pharmacists, therefore,

BE IT RESOLVED, that manufacturers be urged to discontinue the introductions of combinations of such narcotic drugs, and

BE IT FURTHER RESOLVED, that with such preparations already marketed the package size be adjusted to more practical quantities, and that a copy of this resolution be submitted to the Pharmaceutical Manufacturers Association and Commissioner Anslinger of the Narcotic Bureau.

No. 21—RESOLVED, that it extend its hearty congratulations to Dr. Robert L. Swain upon his having been selected to receive the annual Achieveemnt Award from the Alpha Zeta Omega fraternity in recognition of this distinguished service to pharmacy and for the progressive betterment of the pharmaceutical profession; and,

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WRITE for YOUR copy TODAY

BE IT FURTHER RESOLVED, that a copy of this resolution be sent to Dr. Swain as evidence of our continuing affection and esteem.

No. 22—RESOLVED, that it extend congratulations to Mr. Frank Block upon his election as president of the General Alumni Association of the University of Maryland, as this is a deserved tribute not only to him personally and professionally, but also to the School of Pharmacy and to the pharmaceutical profession as well.

No. 23—RESOLVED, that it express its thanks and deep appreciation for the well-conceived and illuminating program "Pharmacy's Twenty-Five Year Plan", including the informative and very interesting addresses and remarks of the moderator and members of the panel, all of whom are nationally recognized experts in their respective fields; and,

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to the moderator, Mr. Louis E. Kazin, and the members of the panel, Dr. Samuel W. Goldstein, Mr. Robert E. Abrams, Mr. Ralph M. Ware, Jr., Dr. W. Paul Briggs, Dr. Austin Smith and Mr. Ray C. Schlotterer.

No. 24—RESOLVED, that it commend Mr. Simon Solomon for his many contributions and services to the elevation of the practice of Pharmacy in Maryland and his herculean efforts in obtaining favorable consideration of Fair Trade in Maryland and on the national level, including his appearance in support of Fair Trade before a congressional committee in Washington and subsequent recognition by members of Congress for the quality of his expert testimony; and,

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to Mr. Solomon.

No. 25—RESOLVED, that it express its sincere thanks to Congressman Samuel Friedel for his fostering legislation favorable to Fair Trade, and for actively supporting H.R. 1253 (Harris Bill) in the House of Representatives; and,

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to Congressman Friedel.

No. 26—RESOLVED, that it express its deep appreciation to Congressman Oren M. Harris for introducing and guiding H.R. 1253 in the House of Representatives to permit Fair Trade on a national level.

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to Congressman Harris.

No. 27—RESOLVED, that it deeply feels the absence of Dr. and Mrs. Robert L. Swain from this convention being mindful of their attendance at every convention of the Maryland Pharmaceutical Association since 1920, not only for HIS services, advice and counsel, but also for THEIR gracious presence and warm friendliness.

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to Dr. and Mrs. Robert L. Swain.

No. 28—WHEREAS, prepaid prescription plans are becoming the accepted pattern of the future, and

WHEREAS, industry is underwriting this type of plan through insurance of their employees with major medical benefits, including prepaid prescription plans, therefore

BE IT RESOLVED, that the pharmacists of the State of Maryland shall provide insurance companies involved only with prescription numbers, dates and charges on the required receipts, and

BE IT FURTHER RESOLVED, that a copy of this resolution be sent to the Insurance Commissioner of the State of Maryland.

No. 29—RESOLVED, that it vigorously condemn the practice of pharmacists accepting for credit unused portions of prescriptions, because the patient, for one reason or another, has no further use for the medication.

The Association also condemns the practice of pharmacists accepting for

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credit such prescription accessories as hot water bottles, fountain syringes, atomizers, invalid rings, once the item has left the premises of the pharmacy, on the ground that each of these matters constitutes a public health hazard and thus is in conflict with good professional pharmaceutical practice.

RESOLVED, that the Maryland Board of Pharmacy request the Maryland State Board of Health to ban the return to pharmacies of any unused portion of prescription drug and also the above prescription accessories by issuing a regulation to that effect.

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to the Maryland State Board of Health and to the Maryland Board of Pharmacy.

BETTER HEALTH AT A LOWER COST

The real cost of medication has actually decreased during the inflationary surge of the past 30 years, despite the fact that the dollar price of the average prescription has risen along with all other commodities, according to an analysis conducted by the Health News Institute.

While the average prescription cost Americans only 85 cents in 1929, the American factory worker had to work more than 90 minutes at prevailing wage rates to pay for it. Last year, on the other hand, the average prescription, according to a survey by the American Druggist magazine, cost $3.08. Yet its real cost in terms of working time was only 86 minutes.

Another trade publication, Drug Topics, using a different base figure, estimated that the average prescription cost only $2.78 in 1958. At that price, it took the factory worker only 78 minutes of working time to pay for it . . . a drop of about 14 per cent since 1929.

One important reason for this decrease, the Health News Institute points out, is the fact that development of mass production techniques and the introduction of competitive products tend to make prices of pharmaceuticals drop soon after they reach the market. In 1946, for example, penicillin cost $4 per million units. By 1956, the price had dropped to only 14 cents per million units.

In 1958, a 25 milligram tablet of cortisone cost 25 cents . . .only 27 per cent of what this same amount cost in 1951. Today, life-giving insulin costs only six per cent of what it did thirty years ago. Streptomycin, which has helped conquer once-dreaded tuberculosis, has decreased in price by 65 per cent in the period 1948 to 1956.

But even more important than the decrease in real prescription prices is the increase in the life-saving and health restoring qualities of today's medicines. While the typical medication of 1929 acted primarily to ward off pain and ameliorate disease symptoms, today's new pharmaceuticals actually fight the disease-causing bacteria, and help save lives.

The roll of diseases checked by modern medicines at a lower real cost than the palliatives of the 1920s is impressive. Such one-time child killers as diphtheria, whooping cough, scarlet fever and measles killed more than 16,000 children under the age of 14 in 1930, according to the U. S. Public Health Service. In 1956, these childhood diseases took the lives of only about 900 children.

In 1930 more than 140 people out of every 100,000 died of pneumonia and influenza. In 1956, thanks largely to the introduction of antibiotics and sulfa drugs, the figure had dropped to 28 people out of every 100,000. Tuberculosis, once a disease that ravaged the earth, has been largely checked, at least in the United States, by new pharmaceuticals.

Thus, the American pharmaceutical industry, by putting new and better tools in the hands of the nation's doctors, may be credited with a dual achievement . . . that of saving more lives, while simultaneously reducing the real cost of prescriptions.

How to get **More Business** *from your Showcases*

At Burris & Kemp, 3300 Greenmount Avenue, good general illumination from recessed ceiling units is supplemented by a fluorescent cornice to emphasize merchandise in wall cases, and high lighting at rear to attract customers through the store.

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PRESIDENT'S MESSAGE
BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION

Dear Fellow Pharmacist:

I was glad to see so many of you from the greater Baltimore area at the Convention of the Maryland Pharmaceutical Association. Although there is no doubt that most of the attendance comes from the Baltimore area, it was apparent that many familiar faces were conspicuous by their absence. I wonder why?

The speaking program, "Pharmacy's Twenty-five Year Plan", was well presented and worthwhile listening to, but as usual, not enough pharmacists were present to hear the outstanding speakers on the program predict the future of Pharmacy. The young people in Pharmacy should have packed the hall, so to speak, because the future of Pharmacy is theirs. How can they be prepared for the future if they are not in on the plans?

The same applies to the meetings and other functions of the Baltimore Metropolitan Pharmaceutical Association. Local meetings are well planned. The officers and committees put forth much effort to make them all interesting and beneficial. It is disconcerting when attendance is poor and enthusiasm is lacking. We can only solve our problems by doing rather than complaining. Spirit is the fuel of progress.

As mentioned in my last message, the 7th Annual Drug Show of the Association is well on the road. Everything points to the most successful exhibit ever sponsored by the Baltimore Metropolitan Pharmaceutical Association. The exhibitors are going to present an unusual Show full of values, give-aways, prizes and surprises. Now is the time to anticipate Fall drug, sundry and holiday supplies. The Show will also highlight service and merchandising innovations.

The Place and Arrangements Committee, under Chairman Jerome Stiffman, is planning meetings for Fall and Winter that will appeal to all. What type of meeting are you interested in? Why don't you pass your suggestions on to Jerry? I am sure he will appreciate them.

We are planning a trip to Eli Lilly at Indianapolis in the Spring. Let us know if you are interested in making the trip as the guests of Eli Lilly and Company. The ladies are welcome of course. A similar trip to Lederle Laboratories last year was a real educational success. Time was provided for relaxation and entertainment also.

Within the next few weeks you will receive notice of the first Fall meeting of the Association. Let's get off to a good start by having a full attendance.

The cash attendance prize will be worth $150 if your name is drawn and if you are present. I have a feeling there is going to be a winner. Who knows, it may be you.

Sincerely,

HERMAN B. DRUKMAN
President.

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WOMEN DRUG STORE SHOPPERS

Women consider that family health is the wife's most important single responsibility, according to the findings of a new large-scale survey recently concluded by Ladies' Home Journal.

The survey, covering middle and upper income families, was conducted in Cleveland Heights, Ohio; Park Forest, Ill., and Ossining, N.Y. It included interviews with 300 wives and 300 husbands who were questioned on 13 major responsibilities common to nearly every home.

Along with the wife's responsibility for family health, the survey further disclosed that it's the wife who purchases better than 75% of health needs used by the family. This high percentage of health needs purchased by women, added to the amount of cosmetic sales, where virtually all sales are made to women, shows an overwhelming majority of the druggist's income is provided by women buyers.

Point two of the Journal survey listed 27 most universal "medicine chest" products, and inquired as to which of these health needs the families had on hand. Cleansing tissues, tooth paste and headache remedies topped the list. They were found to be in 98% of the homes. Tranquilizers, a prescription item and a relative newcomer to the family medicine chest, were found to be in 18% of the homes included in the survey.

The Journal survey conclusively showed that women have a high degree of brand preference. It listed 554 different preferred brands in the 27 product categories; nearly all on sale in better drug stores throughout the country. Baby oil was first on the brand list, with 92% of the women designating a preference.

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CONTRIBUTORS TO THE 1959 CONVENTION

The firms and others listed below have contributed cash and merchandise to the 77th Annual Convention of the Maryland Pharmaceutical Association held at Galen Hall, Wernersville, Pa., June 29, 30, July 1, 2, 1959. The cash contributions were used to provide the entertainment features of the Convention, and the merchandise was distributed as prizes at the meetings and various functions of the Convention. Both played an important role in the outstanding success of the Convention. It is with grateful appreciation the Association acknowledges their generous contributions.

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THE LONGER LIFE

In the brief thirteen years between 1943 and 1956, says The Health News Institute, our life expectancy jumped more than six years—a greater gain than occurred during all the centuries from The Roman Empire to the Middle Ages. It's a sobering thought—but a very pleasant kind of borrowed time to contemplate.

NON-CASUALTIES

Thanks to new drugs and techniques of treatment, roughly 2,000,000 Americans are alive today who otherwise would have died since the end of World War II. Perhaps a casualty list of disaster is more dramatic; but The Health News Institute suggests that we might appropriately give thanks once in awhile for this kind of "*non*-casualty" list.

HOW COMPETITION AIDS HEALTH

There's an old saying in economics that competition is the life of trade.

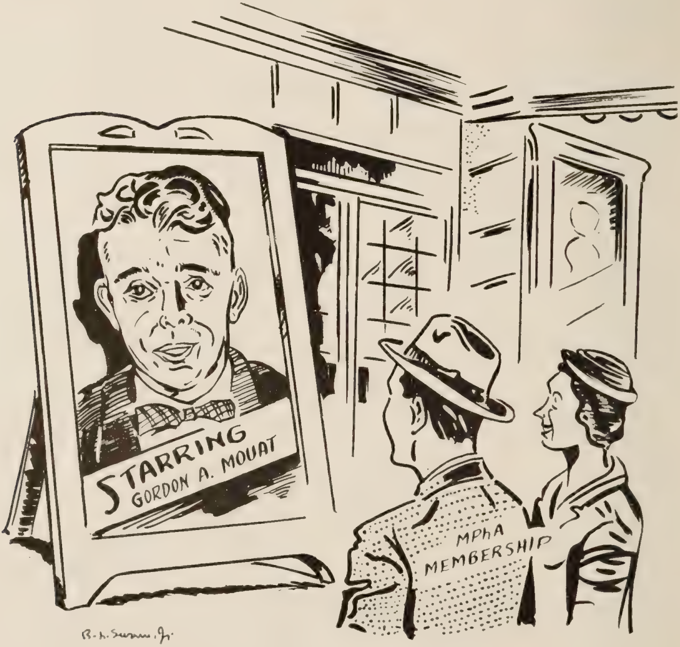
In the case of the wonder drugs which have revolutionized the practice of medicine, competition is the life of the patient—your life and mine.

More than 140 American pharmaceutical manufacturers are engaged in a ceaseless rivalry, The Health News Institute points out, in their search for new and better weapons against disease. The result is that no one company or research group can possibly dominate the field.

By comparison, six companies in steel share two-thirds of industry sales. In both automobiles and aluminum, the comparative number is two.

Yet, in pharmaceutical manufacturing, a total of sixteen companies share two-thirds of the business, with scores of other alert competitors close on their heels. In fact, the largest single firm in the ethical drug business accounts for less than ten percent of the American market for prescriptions.

The real beneficiaries of this kind of competition, the HNI reminds us, are the millions of American men, women and children who with each passing decade are living longer, healthier, fuller lives.



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Dosage: Three or four tablets or one packet, three or four times a day.

Supplied—tablets in bottles of fifty—granules in boxes of twelve, one gram packets.

1. Siver, Robert H.: Current Medical Digest, Vol. XXI, No. 9, September 1954.
2. McGivney, John: Texas State Journal of Medicine, Vol. 51, No. 1, January 1955.
3. Frykman, Howard M.: Minnesota Medicine, Vol. 38, No. 1, January 1955.

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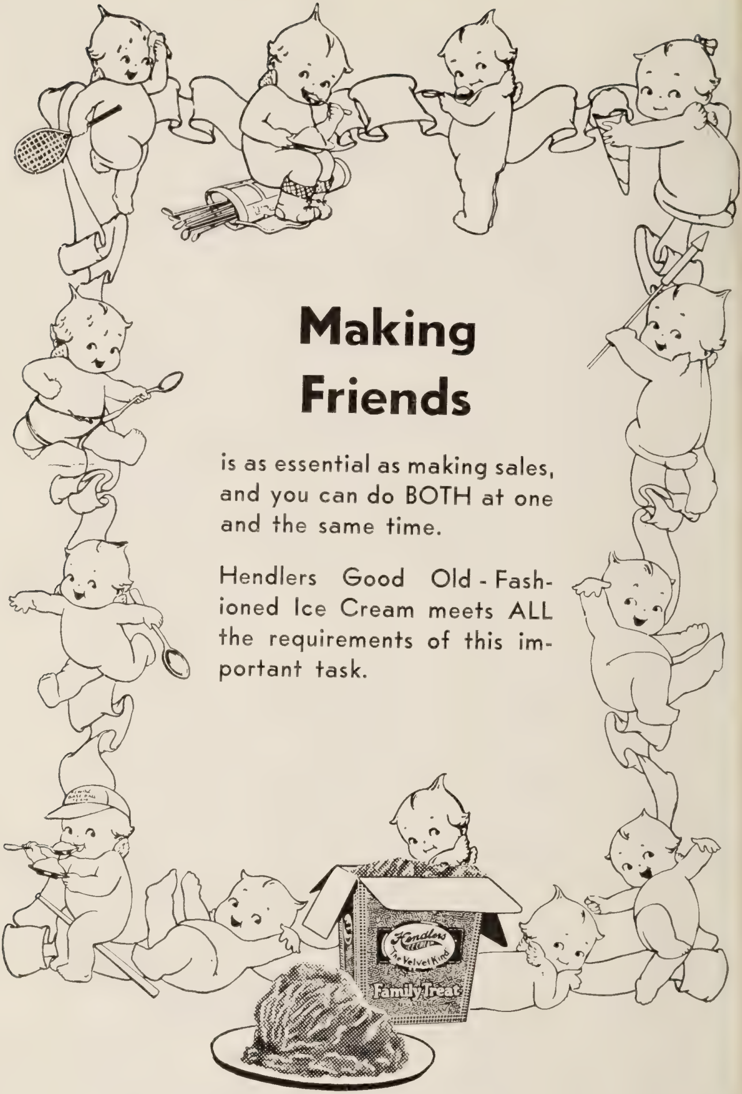
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VOLUME XXXIV AUGUST, 1959 No. 11

OCTOBER 4-10

NATIONAL PHARMACY WEEK

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THE HAND THAT STOPS DISEASE

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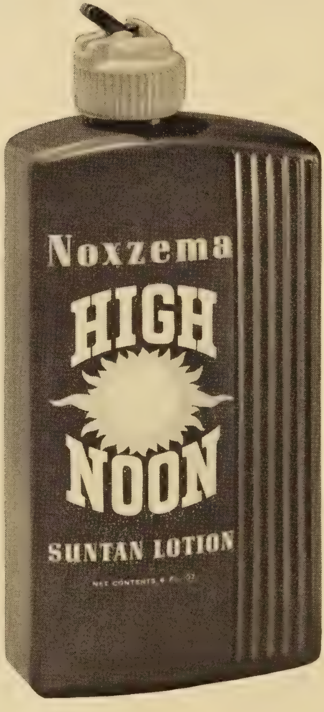
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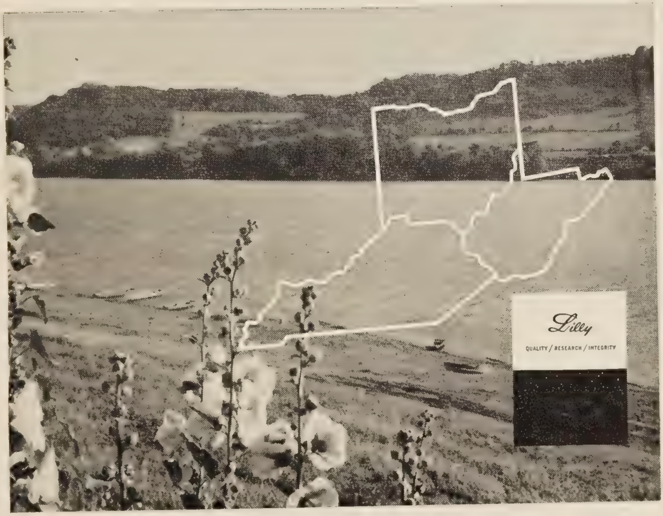

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The Maryland Pharmacist

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... Editorial ...

IMPORTANT FAIR TRADE VICTORY

The battle for a national Fair Trade Act continues to rage. The National Association of Retail Druggists, who is leading the fight, deserves a tremendous hand of appreciation for their valiant effort, not only from the retail druggists, but from all retailers, and others, who believe in fair play and the economic stability of business generally.

It is felt by many in the know, that we have been too complacent in our individual efforts in behalf of Fair Trade, particularly on a national level. This is borne out by the fact that a sub-committee of the Senate Interstate and Foreign Commerce Committee voted recently to defer action on S 1083, the Senate Fair Trade Bill, at this session of the Senate. Actually, this stops action in the Senate unless the Interstate and Foreign Commerce Committee ignores the recommendation of the sub-committee, which is very unlikely.

We in Maryland should feel badly about this, because Senator John Marshall Butler was a member of the Senate sub-committee. The vote was 3 to 2 to defer action, a close vote. Although the sub-committee ballot was secret, it is conceded that Senator Butler voted against Fair Trade. This, in spite of his written statement prior to his re-election to the United States Senate dated October 24, 1956, stating, "Though I was opposed to the Fair Trade Act, I am willing to admit that subsequent conditions reflect a change of thinking and some weeks ago, I publicly stated that I was in favor of the Fair Trade Act and promised to support any legislation incident thereto which might come before the coming Congress." Subsequent statements and actions of recent date, have not substantiated Senator Butler's positive statement as quoted above. How many letters and telegrams did Senator Butler receive from his constituents urging favorable action on S 1083? We are told, they were far too few.

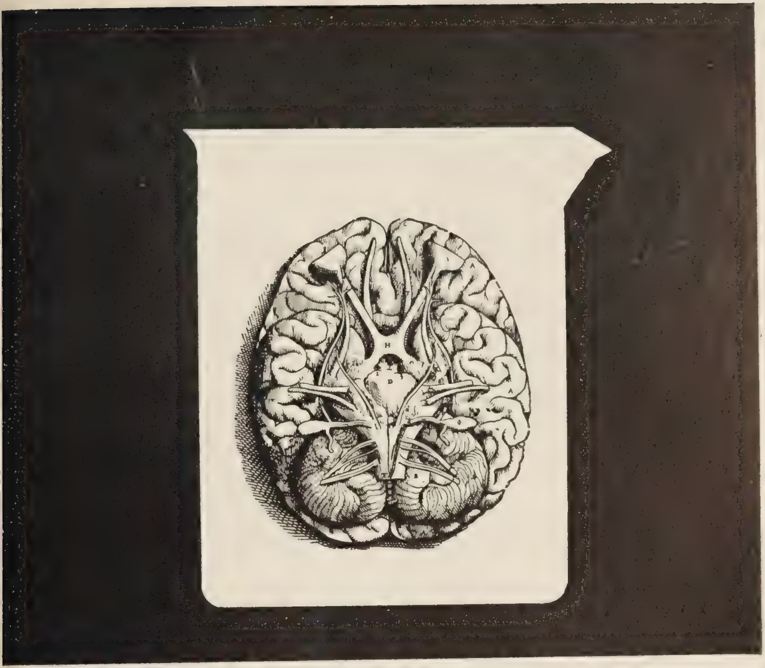
National Fair Trade is not dead! The House of Representatives Bill, HR 1253, is now before the House Rules Committee. It is the duty of this committee to decide which bills should be brought to the floor of the House of Representatives for action. None of the Maryland Congressmen are on the Rules Committee, however a flood of letters to the Maryland members of the House of Representatives will help to bring HR 1253 out of the Rules Committee. Let's do a real job on HR 1253. Write to all Maryland Congressmen urging not only their support, but also their influence in bringing the measure out of the Rules Committee.

In the meantime, those states that have lost their own state fair trade acts are beginning a fight for reinstatement by submitting revised fair trade acts to their state legislatures. Virginia pioneered in this respect. Their Fair Trade Act was recently upheld by the highest court in Virginia.

Ohio experienced the most recent Fair Trade victory. We use these columns to commend the Ohio Pharmaceutical Association and others whose interest and efforts restored Fair Trade in Ohio.

The new Ohio Fair Trade Law was put into effect by an overwhelming vote to override the veto of Governor Michael V. DiSalle. Requiring a 60 per cent vote in each branch of the Legislture to over-ride the veto, the House vote for over-riding was 112 to 6; and the Senate vote was 30 to 3. A decisive, sweet victory indeed!

This victory, the first time a Governor's veto has been over-ridden on Fair Trade, shows what can be accomplished when we set our minds to it. Let's get that National Fair Trade Act.



PHARMACY AND THE HUMAN BRAIN

In the development of psychopharmaceuticals, a field in which S.K.F. is the industry leader, we see a clear example of a fundamental fact. Modern pharmaceutical research does not merely outmode one compound in favor of another but actually brings whole new aspects of human suffering within range of drug therapy. Research creates not merely different prescriptions but new ones.

Today, when a customer hands you a prescription and says, "The doctor prescribed this to help relieve my nervousness," the prescription probably calls for one of the new psychopharmaceuticals. Only a few years ago, no doctor could have written that prescription, and no pharmacist could have filled it. Chemicals which selectively alter the activity of the brain had not yet been discovered.

With Thorazine*, Compazine* and Stelazine*, S.K.F. has played a major role in the birth and growth of this new prescription market. Enough is now known about the brain to give promise of many more as yet undiscovered compounds with psychotherapeutic value. The application of pharmacy to the human brain will continue at S.K.F. as part of a broad research program which can help make the 1960's the most active decade in the history of pharmacy.

*Trademarks for chlorpromazine, prochlorperazine and trifluoperazine respectively

SMITH KLINE & FRENCH LABORATORIES, PHILADELPHIA 1

PRESIDENT'S MESSAGE

Fellow Pharmacists:

It hardly seems possible that I have been in office for more than a month; perhaps because it has been such an enjoyable time. If I have learned nothing else in that time, it is that I have, perhaps, been "selling short" the reputation that Pharmacy holds in the minds of the public. Ever since publicity has been released regarding your officers chosen at Galen Hall, many people out of the field of Pharmacy have made an effort to contact and congratulate me for the job which you have given me. This has made me stop and think that perhaps the public realizes, more than I thought, the importance of the role we play in the field of public health. Hence, it is most important in my mind that we attempt to practice our profession in a manner that will do justice to our reputation.

As you know by now, all committees have been appointed, and we are working and formulating plans for the year. I would like to thank all of you for your response by post card to my request for your choice of a committee on which you would be willing to work; it was very gratifying. I must admit it was also a little embarrassing, as I received cards from some of you that I honestly don't know by name. I hope to correct this shortcoming during the year.

I am sorry, in my first regular greeting to you, to find it necessary to inject a somber, sobering thought. It is apparent to me, at this time, that the Federal Fair Trade Bill has been shelved for this year. I feel sure that we in Maryland did everything, and more, that our National leaders asked us to do in an effort to get favorable committee reports and the bill brought to the floor of our Congress. Since I am writing this message a month before you read it, I am in the position of a sooth-sayer when I make the preceding statement, but if I am correct perhaps our next efforts should be toward having our National leaders in Pharmacy heed the advice of our own "Mr. Fair Trade", Si Solomon, and direct our efforts in the next Congress toward an amendment to the McGuire Act instead of a new Fair Trade Law.

I hope to see all of you at our first regional meeting at Peter Pan on October 22, 1959.

Sincerely,

GORDON A. MOUAT,
President

PAREGORIC IN MARYLAND

The July 15th issue of the Washington Evening Star carried an article on the sale of Paregoric in the District of Columbia, Maryland and Virginia.

The Star article states, "In neighboring Maryland, oral prescriptions for the medicine is permitted." This is in error. The Maryland Pharmacy Law does not allow oral prescriptions for Paregoric. Original written prescriptions are required for each order.

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☐ Vials 2 cc.

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. . . Fair Trade News . . .

YOUNGS RUBBER ENJOINS DART'S PRICE CUTTING

After several years of litigation Youngs Rubber Corporation, prophylactic manufacturer, recently obtained a permanent injunction, to prevent the price cutting of its products, against the Dart Drug Corporation of Maryland, in the U.S. District Court at Baltimore. The action is the latest in a series of successful federal and state court lawsuits by Youngs Rubber to uphold its fair trade contract, and is believed to be the first such judicial decision handed down following futile efforts to repeal Maryland's fair trade law at its current legislative session.

Federal Judge R. Dorsey Watkins who presided at the trial commented that "The evidence offered showed the most vigorous enforcement of fair-trade policy that has ever come before this court or of which it is familiar through the decided cases or law review articles."

The Dart pharmacy has come into national repute for its opposition to fair trade.

Counsel for Youngs Rubber were Bernard S. Melnicove and Joseph S. Kaufman.

FAIR TRADE STICKER NOTICES

STANDARD LABS.—Page 94-C

Item	F.T.M.
Lorate—10 oz.	1.00
Vince—2 oz.	.60
Vince—5 oz.	1.20

CHESBOROUGH-PONDS—Page 49-A

Angel Face—Small	$ .69

PLOUGH, INC.—Page 78

Penetro Nose Drops—½ oz.	$ .43
Penetro Nose Drops—1½ oz.	.75
Penetro Inhalers	.43

HOLLAND-RANTOS CO., INC.—Page 58-D

Item	F.T.M.
Koromex Jelly w/applicator—3 oz.	$2.25
Koromex Refill—3 oz.	1.75
Koromex Refill—5 oz.	2.25
Koromex Jelly Rx pkg. w/applicator—3 oz.	2.25
Koromex Jelly Rx pkg.—3 oz.	1.75
Koromex Cream w/applicator—2¾ oz.	2.25
Koromex Cream Refill—2¾ oz.	1.75
Koromex Cream Refill—4¾ oz.	2.25
Koromex Cream Rx Pkg. w/applicator—2¾ oz.	2.25
Koromex Cream Rx Pkg.—2¾ oz.	1.75
Koromex Vaginal Jelly—125 gms.	2.25
541 Koromex Compact	5.50
532 Koromex Compact	5.50
Nylmerate Jelly—w/applicator—3 oz.	2.50
Nylmerate Jelly—tube only—3 oz.	2.00

ROCHE LABORATORIES—Page 39-A

MARPLAN—10 mg.—Bottle of 100	$11.00
MARPLAN—10 mg.—Bottle of 1000	99.00

THE NORWICH PHARMACAL CO.—Page 68

Mercuric Oxide, Yellow Ointment, 1%, NF, ⅛ oz. tube	$ .39
Mercuric Oxide, Yellow Ointment, 2%, NNF, ⅛ oz. tube	$ .39

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IMMEDIATE ACTION NEEDED

A brief word to urge you to redouble your efforts in behalf of a national Fair Trade law. Prompt and intelligent action now will guarantee continued success in our campaign for sound and constructive legislation.

The Harris Fair Trade Bill, HR-1253, has reached a crucial stage in its movement through the Congress. The measure is now lying before the House Rules Committee, awaiting issuance of a "rule" to send it to the House floor for debate, a vote, and—passage.

As House Rules Committee members consider HR-1253, the small business community must make known its warm support of the measure. By letters and telegrams and through personal visits as well, the nation's druggists and their stout allies, independent businessmen everywhere, must evidence the universal approval which H.R. 1253 enjoys.

In your communications, be both factual and concise. Equally important in explaining your endorsement of HR-1253 is to be courteous and friendly. Never forget that Congressmen welcome facts and even opinions which may aid them in making the right legislative decision. But, at the same time, they are deeply resentful of coercive and dictatorial tactics.

Let us also remember to express our appreciation to the Rules Committee members for their earnest consideration of HR-1253. These men deserve commendation for the able and conscientious manner in which they clear good legislation for consideration by the entire House of Representatives.

Since none of the Maryland Congressmen are on the House Rules Committee, it is important to write to your Representative urging him to support HR-1253.

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. CONTRIBUTIONS .

SOME PHARMACEUTICAL USES OF GLYCERYLMONOSTEARATE

By B. F. Allen *

Glycerylmonostearate, N.F.X., official synonym—Monostearin, occurs as a white, wax-like solid or as white, wax-like beads, flakes, or powder.

The formation of the mono-ester from stearic acid and glycerin is the subject of several patents. Essentially it consists of esterifying glycerin with stearic acid under the influence of pressure and a catalyst. The resulting product is primarily mono-ester, though some di- and tri-esters are also formed; the mixture contains some free stearic acid and glycerin. The latter may be removed to a great extent in refining.

It is affected by light and very often the material assumes a slightly yellow coloration. This change in color is probably due to the oxidation of unsaturated compounds which normally are present in the parent substance stearic acid.

Glycerylmonostearate[a] dissolves in hot organic solvents such as alcohol, mineral or fixed oils, benzene, ether, and acetone. It is insoluble in water but it may be dispersed in hot water with the aid of a small amount of soap or other suitable surface active agent.

Glycerylmonostearate has proved to be a very useful emulsifier and emulsion adjunct. It has a stabilizing effect on many liquid emulsions and as little as one-half percent is sometimes sufficient to prevent creaming or separation. This substance is essentially the monoglyceride of stearic acid and its emulsifying properties are due to the polar nature of the two remaining OH groups of glycerin orienting toward and into the water phase while the hydrocarbon chain of the stearic acid portion is thrust into the fatty phase of the emulsion.

Pure glycerylmonostearate is not very effective as an emulsifier unless it is admixed with depressants of surface and interfacial tensions. Many commercial varieties of such combinations are available and are called "self-emulsifying."[b]

Since glycerylmonostearate dispersions in hot water give viscous fluids or creams, it has been suggested that it can replace vegetable gums because the thickening action of the product takes place immediately on cooling, and no time is lost in waiting for a swelling action to occur as is the case with many gums and some of the newer agents of the cellulose ether type. Conversely it has been suggested that for emulsions produced with the aid of glycerylmonostearate, gums can be beneficially utilized as auxiliary stabilizers.

The advantage of using glycerylmonostearate emulsifier in creams is that a stable emulsion is formed at each mixing. Should something go wrong and the emulsion look rough or separated, it may be put back into the containers, heated up again, and re-stirred. The aforementioned creams do not crack at freezing temperatures as do ordinary stearate creams. They are usually far more resistant to weather changes than most creams. It has also been suggested that the water content of these creams should always be 60 percent or more.

Glycerylmonostearate is widely used as an emulsifier in the food industry. The suitability of some grades for use in food emulsions and in the baking industry has been questioned. The glycerylmonostearates from various manufacturers may differ in properties, etc., and should not be interchanged without experimentation.

One of the commercially available glycerylmonostearates is used for the

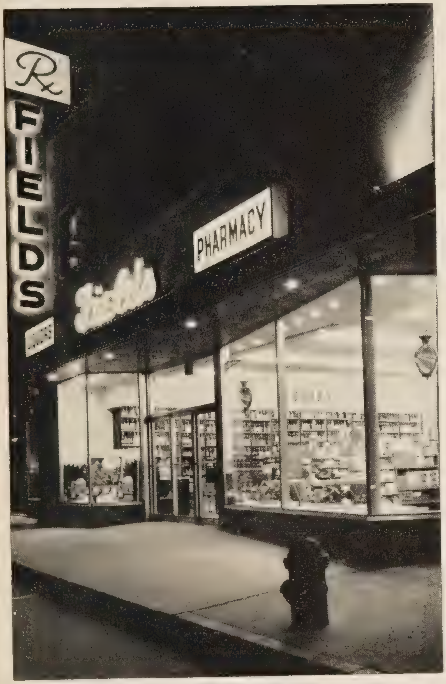
---

*Associate Professor of Pharmacy, University of Maryland

[a] Sometimes abbreviate as GMS

[b] Sometimes abbreviated S or S.E.

How to get **More Business** *from your Neighborhood*



Bright sign displays, spotlights on the sidewalk, and a brilliant interior all combine to make Fields Pharmacy, 1401 Reisterstown Road, an outstanding store in Pikesville.

The store that stands out is the store where more people step in. With the right kind of STORE FRONT AND SIGN LIGHTING, you can make your place of business the most prominent one in the area you serve.

The first function of good advertising is to attract attention. Attention-getting LIGHT will do a better job at lower cost than any other form of advertising a neighborhood store can afford.

We'll be glad to have one of our lighting engineers make a FREE SURVEY and submit recommendations for "Lighting to Increase Your Business." There is no cost or obligation to you. Just call LExington 9-8000, Ext. 2128.

Baltimore Gas and Electric Company

following purposes: (1) retard staling of baked goods, (2) improve chewing qualities of candy and eliminate some of the stickiness, (3) give ice cream a "dry" smooth texture, and retard or prevent the formation of large ice crystals, and (4) added to peanut butter to prevent the separation of the oil.

Recent legislation on food additives by the government has included glycerylmonostearate in the list of "substances that are generally recognized as safe for their intended use."

Glycerine derivatives cited in new patents indicate that glycerylmonostearate is used as the emulsifier in a wax preparation for coating packaging materials used on products such as lard, milk, cheese, etc.

The following is a partial list of some important commercial products of glycerylmonostearate, or modifications that are available:

ALDO 28[1]
ALDO 33[2]
ARLACEL 161[2]
ARLACEL 165[1,c]
ARLACEL 169[2,d]
EMCOL MS[1]
EMCOL MST[2]
MYVEROL, TYPE 18-05[2,e]
TEGACID[3]
TEGIN[1]
TEGIN 515[2]

The following pharmaceutical emulsions have been reported containing glycerylmonostearate as an ingredient:

EDIOL[f]
RN CREME[g]
SURGEON'S CREAM[g]

Even though the above list of pharmaceuticals may seem to indicate that this substance is very little used, literally dozens of formulas have been pubilshed for skin preparations with the content of glycerylmonostearate ranging from approximately one-half percent to fifteen percent or more. It has been suggested for steroid-containing, antibiotic, insect-repellent, poison ivy, and poison oak creams, etc.

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It has also been recently investigated and found to produce a very useful aqueous formulation for the incorporation of ethyl aminobenzoate (Benzocaine) to be used as a dental lotion.

MPA
FALL REGIONAL MEETING
PETER PAN INN
URBANA, MARYLAND
OCTOBER 22, 1959

---

[1] self-emulsifying
[2] non-self-emulsifying
[3] acid emulsifying
[c] nonionic
[d] high mono-ester content
[e] molecular distilled
[f] Used internally as dietary supplement
[g] Used externally as emollient

OREOLE PROVES
your customers, not you,
pay for your air conditioning.

CUSTOMERS CALL OFTENER
stay longer, buy more

BUSINESS INCREASES
up to 40%

EMPLOYEE
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Volume 18 **AUGUST, 1959** **No. 1**

TAMPA INSTALLS OFFICERS

On July 18, 1959 T.A.M.P.A. held their monthly meeting with their customary luncheon at the Park Plaza hotel. The occasion of the day was the installation of new officers for the coming year to serve through the next annual convention.

With outgoing President Joseph L. Muth presiding, Bernard Ulman, Jr., Chairman of the Nominating Committee, installed the following officers: Honorary President, Sam Cohen, Taft, Warren & Taft; President, Albert Heydeman, Gilt Edge Photo Service; 1st Vice President, Norbert H. Zeller, Minnesota Mining & Mfg. Co.; 2nd Vice President, Richard R. Crane, Geigy Co.; 3rd Vice President, Edwin M. Kabernagle, Jr., Station W.I.T.H. For Directors to serve for a period of 1 year: H. Sheeler Read, George B. Rider, Milton J. Timin; for a period of 2 years: Joseph A. Constanza, William H. Harrison, Kenneth L. Mills; for a period of 3 years: George M. Brandt, Alexander M. Moyer, Frederick H. Plate; and Joseph L. Muth to serve as Chairman of the Board of Directors.

With the passing of the gavel by Past President Muth to President Heydemann, new ideas and plans were made for the ensuing year. President Heydemann urged an increased attendance of M.P.A. members to future T.A.M.P.A. meetings to be held during the year, and promised his utmost cooperation to carry on the good standards of T.A.M.-P.A. and make the meetings interesting for everyone.

The next affair will be a crab feast to be held at New Bay Ridge Park in Eastpoint, just south of Annapolis. All are urged to attend. It will be a day of fun and relaxation climaxed by a "choose up sides" ball game. M.P.A. members cordially invited.

PERSONAL NOTES

Ab Leatherman has recently returned to active duty after a hospital confinement.

Maurice Brager has just become a grandfather. Congratulations to you, Grandpop!

NOW YOU CAN SERVE HOT IN-FRA-RED TOASTED SANDWICHES WITHOUT EQUIPMENT OR LABOR COST!

A NEW NATIONAL SERVICE, Stewart In-Fra-Red, Inc., will provide you with a Stewart In-Fra-Red cookery and fresh cellophane wrapped sandwiches delivered regularly to your store. Placed in the cookery, the sandwiches are toasted in three minutes by modern efficient in-fra-red cooking. You serve the sandwiches to your customers sanitarily wrapped in cellophane.

WHAT DOES THIS COST YOU . . . NOTHING . . . not one penny for equipment, lease, or hidden charges. All you do is purchase a minimum of sandwiches each week (the quantity decided by you). Your Stewart In-Fra-Red Commisary furnishes you with the attractive Stewart In-Fra-Red Cookery and delivers fresh sandwiches of choice ingredients made with the complete approval of your Board of Health. Attractive metal menu signs also furnished.

THIS NEW IDEA . . . originated by Stewart In-Fra-Red, Inc., . . . is in over 15,000 fountain and food service concerns in cities from coast to coast. Every Stewart In-Fra-Red Commisary is an established local business. You may consult your Chamber of Commerce, Dun and Bradstreet, and Better Business Bureau.

Call or write for a free demonstration:

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360 SOUTH DUKELAND STREET
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Gilmor 5-4129

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-: NEWS ITEMS :-

PARTICIPATE IN NATIONAL PHARMACY WEEK, OCTOBER 4 - 10, 1959

The spotlight once again will fall on the pharmacist and his invaluable contribution to the Nation's well-being when National Pharmacy Week is observed throughout the United States the week of October 4-10.

And once again, pharmacists practicing in all phases of the profession will have an opportunity to work together in a program designed to call attention to the slogan, "Your Pharmacist Works for Better Community Health."

In promoting the contributions made by Pharmacy, each pharmacist is urged to use his own initiative. To allow ample time for securing the support of the various publicity media—radio, television, newspapers—ground work should be laid now by individual pharmacists.

Announcement of the 1959 National Pharmacy Week observance, outlining the ways in which pharmacists can participate and giving rules of the annual display contest, is being sent to the more than 54,000 pharmacies in the Nation.

The 1959 public relations aids are the most effective in the 35-year history of National Pharmacy Week, the APhA Public Relations Committee believes.

A.PH.A. NAMES DR. EDWARD G. FELDMANN TO NATIONAL FORMULARY AND EDITORIAL POSITIONS

Dr. Edward G. Feldmann of Chicago, Ill., who presently heads the Division of Chemistry of the American Dental Association, will join the staff of the American Pharmaceutical Association in the early fall of this year as the associate of Dr. Justin L. Powers in the completion of the revision of the 11th Edition of the National Formulary. Dr. Feldmann has been elected by the Council of the A.Ph.A. to succeed Dr. Powers as Chairman of the Committee on National Formulary and Director of Revision of the N.F., as well as Editor of the Scientific Edition of the Journal of the A.Ph.A. and of Drug Standards, when Dr. Powers completes his term of service.

EXEMPT NARCOTIC ABUSE

It has been called to our attention that the sale and use of certain branded preparations containing dihydrocodeinone, in exempt quantities, are being abused. We are receiving these complaints from the public and pharmacists alike.

Legally, the sale of these preparations are permitted as long as each purchase is recorded in detail in the Exempt Narcotic Record Book, and the product is being used for medicinal purposes only.

Morally, the pharmacist is obligated to render the best health service to the community at all times. He is not doing this by selling addictive and otherwise harmful drugs and preparations promiscuously or illegally to the public, be they teen-agers or adults.

Pharmacy has always enjoyed the reputation of being a time-honored profession conducted by honorable men. Let's keep it that way. Remember, a good reputation is established by deeds —it can not be bought.

DO YOU BELONG?

"IN UNITY THERE IS STRENGTH."

BLACK RASPBERRY

A Special Flavor By . . .

Delvale
ICE CREAM

Always Good Taste

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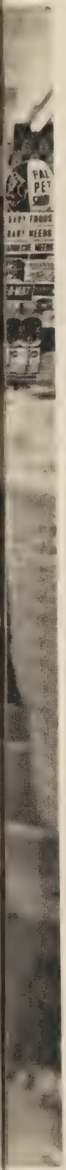

MODERN STORES DO!

Where Gilpin's Store promotion and equipment Department has been at work, new sales peaks are common.

In actual cases, Rx has increased 25% to 59.8%; front end business, 15% to 51.3%. For design and equipment—old stores or new—

write or phone

STORE PROMOTION AND EQUIPMENT DEPT.

The Henry B. Gilpin Co.
Full line, full service wholesale druggists since 1845
BALTIMORE • DOVER • NORFOLK • WASHINGTON

PRESIDENT'S MESSAGE
BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION

Dear Fellow Pharmacist:

Many of the retail pharmacists of Baltimore City are showing concern as to how Urban Renewal will affect their businesses.

The Baltimore Metropolitan Pharmaceutical Association has taken an interest in the Urban Renewal project, not only from a viewpoint of civic interest, but also, with respect to protecting the interests of its members, who are in the areas affected by Urban Renewal now and in the future.

The Association has arranged to have Mr. Robert Moyer, Director of Information Services of the Baltimore Urban Renewal and Housing Agency, address the first Fall Meeting of the Baltimore Metropolitan Pharmaceutical Association. The meeting will take place at the Kelly Memorial Building on Thursday, September 10, 1959 at 9:00 P.M. All are welcome to attend—members and non-members alike. The ladies, of course, are cordially invited.

Although you may be one of those who are not immediately concerned with Urban Renewal, the day may come when you will be involved. This meeting is planned to educate you as to the plans and purposes of Urban Renewal, and give you an opportunity to ask questions regarding Urban Renewal as it applies to you personally and the status of the neighborhood drug store generally.

Ample time shall be allotted for discussion of all matters to be brought to the attention of the Association. This is your meeting. Attendance is important to you. I hope you will favor me by attending this first meeting of the Fall Season.

Again, before closing, I want to remind you to make arrangements to attend the 7th Annual Drug and Gift Show of the Baltimore Metropolitan Pharmaceutical Association at the Emerson Hotel, September 22, 23, 24, 1959. All drug store owners of Maryland, their wives, and store personnel are cordially invited to attend. It will be well worthwhile your time.

Sincerely,

HERMAN B. DRUKMAN
President.

UPJOHN SETS EARLY VITAMIN PROMOTION BUILT AROUND "BACK-TO-SCHOOL" THEME

Using an entirely new concept in vitamin merchandising designed to stimulate earlier and increased Fall sales, The Upjohn Company has developed a special pharmacy promotion built around the "Back-To-School" theme.

Upjohn's "Back-To-School" promotion includes a large and unusual variety of merchandising aids. An ideal center for vitamin display, the kit also enables the pharmacist to integrate a

A Cordial Invitation Is Extended

TO ALL MARYLAND PHARMACY

To Visit The

SEVENTH ANNUAL

BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION

DRUG AND GIFT SHOW

EMERSON HOTEL

Baltimore, Maryland

ENTIRE BALLROOM FLOOR

Air-conditioned For Your Comfort

September 22, 23, 24 – 1959

DAILY HOURS: 2:00 P.M. 'TIL 11:00 P.M.

Mark Your Calendar

Anticipate Your Fall Drug and Gift Needs

Buy At the B.M.P.A. Show

SAVE TIME — SAVE MONEY — SAVE TRAVEL

Everything You Need On One Floor In One Place

FREE GIFTS — FREE REFRESHMENTS — FREE PRIZES

Visit The Gilpin Model Drug Store

vitamin "center" into an over-all school needs section in the store. Additional material points out the need for vitamins.

AMERICAN MEDICAL ASSOCIATION TRUSTEES' COMMITTEE AND NATIONAL PHARMACY COMMITTEE REVIEW PROBLEMS OF MUTUAL INTEREST

Problems growing out of the rapid march of events in bringing modern medical care and health facilities to the people of America under the free enterprise system, were given serious consideration by the Pharmacy Liaison Committee of the Board of Trustees of the American Medical Association and the National Pharmacy Committee on Relations with the Health Professions, at a joint meeting of these groups held in Washington, D. C. on June 30, 1959.

Imminence of the hearings on the Forand Bill before the Ways and Means Committee of the House of Representatives gave rise to a discussion of the effects of this and similar legislative proposals with implied socialization of medical services. The Forand Bill seeks to provide insurance against the costs of hospital, nursing home, and surgical services for persons eligible for old age and survivors insurance benefits under the Social Security Act.

An exchange of views on the Forand Bill, the Keogh-Simpson Bill, Public Assistance Programs with special reference to providing medical services, the Boggs Bill for regulating the distribution of barbiturates and other potent drugs and proposals involving health care of the aged, indicated general agreement between the two professions on the broad issues involved.

The National Pharmacy Committee on Relations with the Health Professions is a Joint Committee of the American Pharmaceutical Association and the National Association of Retail Druggists.

Encouraging reports were received from both the medical and pharmaceutical representatives in attendance regarding the formation of more and more joint committees of physicians and pharmacists at state and local levels, with the result that many local interprofessional problems are being worked out satisfactorily.

Favorable comment was expressed with regard to the Code of Understanding that had been worked out between the State Medical and Pharmaceutical Associations in Iowa and the group agreed to study this and similar codes with the view of possibly suggesting similar action elsewhere.

It was the consensus of the group that no substantial nation-wide increase had occurred in the development of physician-owned pharmacies, although there may be local areas where increases have been noted. In the discussion of Section 7 of the Principles of Medical Ethics, the representatives of medicine emphasized the fact that this Section would be interpreted broadly and that the relations between medicine and pharmacy are such as to assure friendly cooperation at all levels.

The representatives of Pharmacy called attention to the many encroachments upon the legitimate practice of pharmacy which are developing because of a lack of adequate regulations or laxity in their enforcement. This accounts for an increase in house-to-house peddling and mail order selling of vitamins and other drugs, frequently with the help of organizations presumably interested in health promotion but misguided by endeavors to effect economies. It also accounts for the sale of drugs in outlets not supervised by pharmacists.

It was agreed that some of the problems discussed should be studied more intensively by the staffs of the national medical and pharmaceutical organizations in an endeavor to prevent exploitation of the public. The Committees expect to meet again in joint session some time this fall.

The
Silver
Lining . . . .

The wise dealer who stocks either Abbotts or Jane Logan deluxe ice cream in his store finds his cash register drawer always lined—and filled—with silver coins of the realm. And, remember, green bills from silver coins do grow!

Give us a call . . . but only if you want your profit figures in crisp, crunchy green bills! . . .

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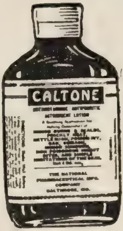

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For Minor Skin Irritations

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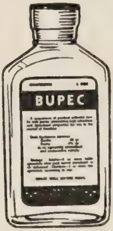

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1 Doz. 4 oz. $3.50
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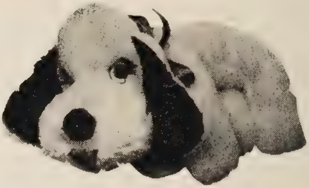

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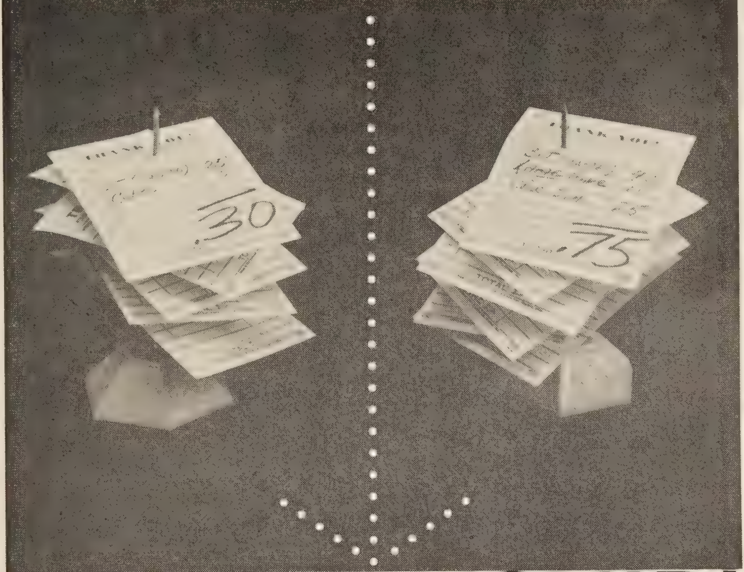

PLUSMANSHIP!

Sure, you know about suggestion selling. Problem is, how do you get it rolling? The Coca-Cola Company can help you with a complete Plusmanship program. Plusmanship gets you that extra sale that lies just beyond the customer's original order. It consists of full-color displays that suggest bigger orders, and a wealth of sales training material that will help you and your personnel put it to work. Only The Coca-Cola Company offers you this dynamic program to create bigger orders, bigger tickets, more profits! Ask the representative for Coca-Cola who calls on you about Plusmanship. He'll be glad to help. Or write: The Coca-Cola Company, Fountain Sales Dept., P. O. Drawer 1734, Atlanta, Ga.

SIGN OF GOOD TASTE

Sell
Coca-Cola

LAMPA COMPLETES FUND RAISING

LAMPA's drive for funds with which to furnish a dormitory room in the University of Maryland's new Baltimore Union Building has been successfully completed.

A check, covering the final payment of our pledge, was presented to Mr. Frank Block, M.Ph.A.'s President, at the annual convention, held at Galen Hall.

Our sincere thanks to all LAMPA members who contributed so generously to this worthy cause.

LAMPA COMMITTEES FOR 1959-1960

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PHARMACY CHANGES

CHANGE OF OWNERSHIP

Ferdinand Francis Wirth, Jr., Wich's Pharmacy, 307 North Ellwood Avenue, Baltimore 24, Maryland—Formerly Carlton E. Wich.

Hertz Pharmacy, Inc., 6309 Kenwood Ave., Baltimore 6, Mr. Selig S. Hertz, President.

Karpa's Sun Ray of Pikesville, 1402 Reisterstown Road, Pikesville 8—Maurice J. Karpa, President—formerly Sun Ray Drug Company (Consolidated—Sun Ray, Inc.)

Schulte's Drug Store, 685 Washington Boulevard, Baltimore 30, Maryland. Mr. William Albert Schulte, prop., formerly: Frederick W. Schulte, Jr.

Montgomery Hills Pharmacy, Inc., 9400 Georgia Avenue, Silver Spring, Md. Mr. Joseph Brenner, President; formerly: Joseph Brenner.

NEW

Glen Echo Pharmacy, Melvin Sindler, Prop., 6911 McArthur Blvd., Bethesda, Maryland.

The Bennett Drug Company, Charles W. Bennett, Jr., Pres., 718 East Main Street, Salisbury, Maryland.

Gluckstern & Bookoff, Inc., Mr. Morris Bookoff, President; 8102½ Loch Raven Blvd., Towson 4, Maryland.

Peoples Service Drug Stores, Inc., 1290 East-West Highway, Silver Spring, Maryland.

CLOSED

District Heights Pharmacy, Alvin Jay Fainberg, Prop., 7054 Marlboro Pike, District Heights, Maryland.

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TO HOLIDAY PROFITS!

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HOLIDAY FAIR
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ONE STOP HOLIDAY Shopping FOR PHARMACISTS

SEPTEMBER 20-23, 1959 George Washington Motor Lodge
Adjacent to Valley Forge Park • At Exit 24 of the Penna. Turnpike • King of Prussia, Pa.
Where Routes 202, 23 and the Philadelphia Schuylkill Expressway Meet!

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PENNA
N.J.
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- DAILY ATTENDANCE PRIZES
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- UNLIMITED FREE PARKING
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- 4 STATE ACCESSIBILITY

National Brands Exhibitors
FOR THE FIRST TIME!

A Delightful HOLIDAY Shopping Experience

REMEMBER THESE DATES • PLAN TO ATTEND • WATCH YOUR MAIL FOR COMPLETE DETAILS

INCREASE YOUR HOLIDAY SALES • Make More PROFITS

NO ONE

Ever Outgrows the Need for

MILK

GET THE BEST . . . . GET . . . .

Sealtest

TRADE MARK

DAIRY PRODUCTS

MU lberry 5-3800

1909 - - - 1959

OUR FIFTIETH ANNIVERSARY

Our entire organization extends greetings to you for the year . . . 1959 . . . and wishes to thank the pharmacists of Maryland for their loyal support and most valued patronage over the years . . .

TAFT, WARREN & TAFT, INC.

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122-124 South St. • Baltimore 2, Md.

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SCOTT M. PHOEBUS
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LOUIS COPELAND
EUGENE FRISHMAN
MARIAN FRISHMAN
STEPHEN ROSENSTEIN
LUCILLE MILBOURNE

VA OFFERS TRAINING IN HOSPITAL PHARMACY

New training opportunities in hospital pharmacy will be offered by Veterans Administration hospitals across the nation during the fiscal year beginning July 1, the agency announced today.

Vernon O. Trygstad, director of pharmacy service for the VA in Washington, D.C., said a new program of pharmacy internships will be opened at the Manhattan, N.Y., Hines, Ill., and Oakland, Calif., VA hospitals.

The VA also will continue its program of hospital pharmacy residencies, he said.

The 1-year internships will allow recent pharmacy graduates of recognized schools to receive specialized training in hospital pharmacy and at the same time gain the experience required for state board of pharmacy licensure.

Interns will be appointed to the VA hospital staffs at the GS-5 and GS-6 levels ($4,040 to $5,390 per year).

Pharmacy residencies will be offered by the Oakland, Calif., VA hospital for the first time this fall, in cooperation with the University of California and other hospitals in the area. After completion of a year of graduate work at the university, residents will rotate from hospital to hospital for a year of training.

Residencies also will be offered by seven VA hospitals that have conducted such training in the past.

These are the hospitals at Los Angeles, in cooperation with the University of Southern California; St. Louis, in cooperation with the St. Louis College of Pharmacy and Science; Iowa City, in cooperation with the University of Iowa.

Also the VA hospitals at Indianapolis, in cooperation with Butler University; Pittsburgh (GM&S hospital), in cooperation with the University of Pitts-

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burgh; Hines, Ill., in cooperation with the University of Illinois, and Fargo, N. D., in cooperation with the North Dakota Agricultural College and other hospitals.

With the exception of the program at the Fargo hospital, these are 22-month residencies in which the student spends about 28 hours per week at the VA hospital during the time he is working toward his master's degree at the cooperating university.

The training at the Fargo hospital is a rotating residency program similar to that to be established at the Oakland, Calif., VA hospital.

All the residencies and internships meet standards of the American Society of Hospital Pharmacists.

Residents must be registered pharmacists accepted by the cooperating university for graduate work.

Application for the residencies and internships should be made directly to the VA hospitals conducting the training.

PROPANT

Pro-Pant, a garment created to fill a definite need for the many thousands of people suffering from incontinent conditions, is currently being distributed to the surgical departments of retail pharmacies on the East Coast. Introduced four years ago to the Hospital and Surgical Supply trade, Pro-Pant is now being used successfully by men, women and children with outstanding results. According to the manufacturers of Pro-Pant, the product, in a full line of sizes, will be distributed by Smith, Kline and French Wholesale Druggists, Trenton, New Jersey, Philadelphia, and New Castle, Delaware; District Wholesale Drug Corp. in Washington, D. C.; and Loewy Drug Company, Inc., Baltimore, Maryland, in the Middle Atlantic States. Hospital and Surgical distribution is handled nationally through Surgical Hosiery Company of New York.

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SURVEY PROVES NEED FOR MORE AND BETTER PROMOTIONS

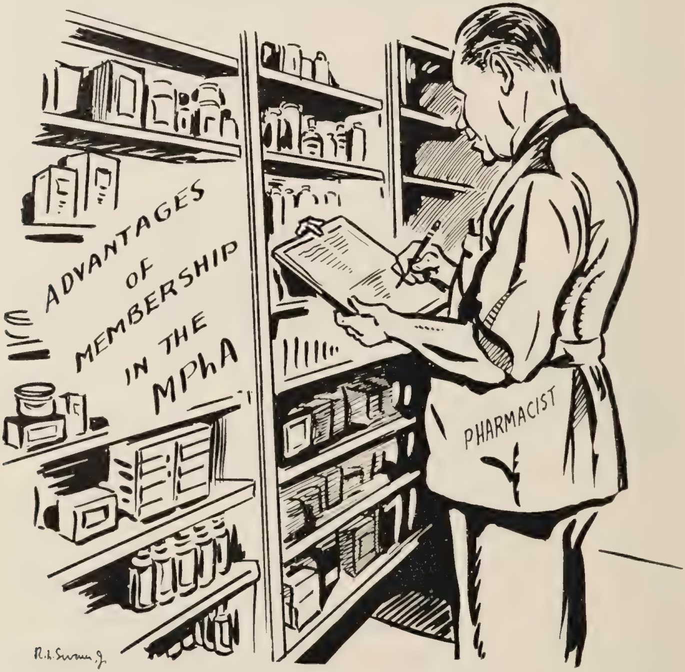
The longer a customer stays in a store, the more she's exposed to in-store promotions—and the more likely she is to make more and bigger purchases—is one major conclusion of a survey of variety quick-service stores made jointly by the Graduate School of Retailing, N.Y.U. and Variety Store Merchandiser.

The main purpose of the survey was to relate unplanned purchases to specific promotions in the store.

Customers were interviewed by research teams in stores both in-town and in shopping centers. Studies were conducted on Tuesdays, Thursdays and Saturdays during the mornings, afternoons, and evenings.

Of the customers interviewed, 77% made some kind of purchase, and of the total purchases more than one-third were unplanned or were thought of before the customer entered the store.

Length of stay in the store was of utmost importance. Of those customers in the store for less than 10 minutes, only 34% were aware of the current in-store promotions (special counter signs, windows), while of those in the store between 10 and 20 minutes, 57% were aware of the promotions.



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Major areas of unplanned purchases made were in these sections: notions and small wares, 19%; Toys, Games, Books, 17%; Miscellaneous, 15%; Confectionery, Nuts, 10%.

Conclusions made from the Survey indicates that executives and manufacturing suppliers must develop more ways of keeping customers in the store longer, and that "fast-shipping" facilities must be improved and more and better promotions be used to spark more unplanned sales.

PFIZER EXECUTIVE SEES RX DRUGS TALLYING 90% OF VOLUME BY 1970

The nation's 7,000 hospital pharmacies, which 'now handle 25 to 30 per cent of the total domestic drug volume, will offer even stiffer competition to community retail drug stores in the next ten years.

But then, "there should be an increasing flow of business back into the retail pharmacies."

James W. Bradley, director of sales for J. B. Roerig and Company, a phamaceutical division of Chas. Pfizer & Co., Inc., based these predictions on two assumptions.

First, that ethical drug business will receive tremendous impetus from whole new categories of drugs for chronic diseases.

Second, that in a matter of years there will be progressively more patients undergoing home treatment for chronic diseases and relatively fewer patients in hospitals, since acute diseases will be largely controlled.

Mr. Bradley said the prescription department will continue to be the "most profitable and important" part of the pharmacy. Six factors, he said, will add to its stature in the future:

1. Population growth at an annual rate of at least 1.7 per cent.
2. An increase every year in the number of prescribing physicians.
3. An increase in income and consumer purchasing power.
4. Breakthroughs in major medical problem areas such as cancer, the common cold, virus, heart, mental and collagen diseases.
5. An increase in the per capita number of prescriptions written each year.
6. New and complex drugs consistent with an increasing average cost per prescription.

The number of retail community pharmacies, Bradley predicted, probably will not increase more than 5 per cent by 1970. But, he added, there probably will not be a "significant" increase in the number of hospitals, either.

These institutions, however, will considerably expand existing facilities, he added.

The Roerig sales director predicted that by 1970, prescription drugs will account for "close to 90 per cent" of the total drug volume.

He quoted a forecast to the effect that prescription drug retail sales will amount to $1.84 billion by 1960, $2.66 billion by 1965, 3.7 billion by 1970 and $5.02 billion by 1975.

Source of this prediction, he said, was a study conducted last year at Massachusetts Institute of Technology by Roerig general manager George B. Stone. In a thesis accepted by the M.I.T. faculty, Mr. Stone projected manufacturers' ethical drug sales in five-year intervals to 1975.

Stone assumed that a drug for cancer will be developed by 1965 and that by 1962, new chemotherapies will be introduced for heart and mental diseases and other major disorders.

The fact that the number of retail pharmacies is not likely to increase more than 5 per cent in the next decade "does not mean fewer opportunities for new pharmacists," Mr. Bradley declared. He explained that pharmacy school graduates will continue to fill replacement vacancies in existing pharmacies and new jobs in pharmacies that expand their facilities.

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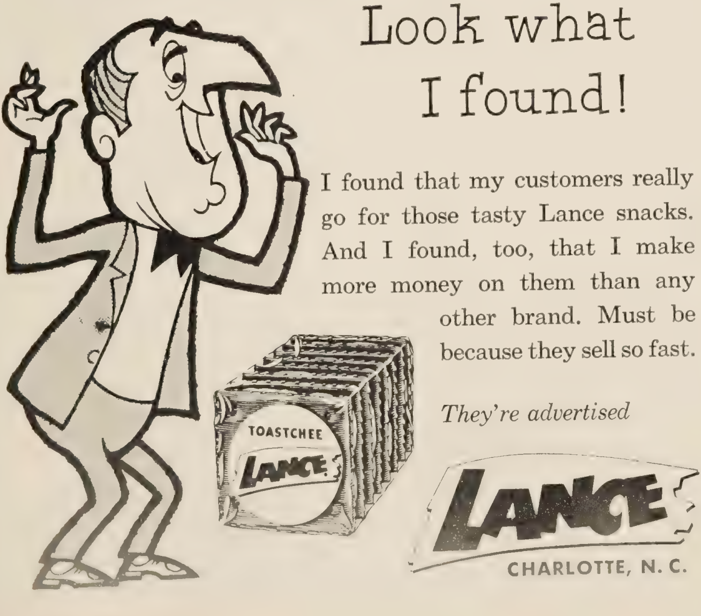

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He added: "Their services will be utilized on every level by industry, in government service, in academic teaching and research and in hospital pharmacy."

CULTURE AND RECREATION SUPPORT THE BALTIMORE SYMPHONY ORCHESTRA

The pharmacists have been asked to support the Baltimore Symphony Orchestra through season subscription.

"The City of Baltimore is now entering a phase of its existence which necessitates a more coordinated and wide spread community interest to place our city in a more representative position as regards our cultural life. We are all cognizant of our rather provincial and somewhat unprogressive recent past, and are now openly concerned. This apprehension, in some facets of our situation, has precipitated a new approach in building a better city materially, reflected in such projects as the Civic and Charles Centers which are initiated by organizations such as the Greater Baltimore Committee. In the past few years we have also been awakened to our recreational needs which has been interpolated into the sponsoring and support of teams in the major leagues with great success."

"In order that the city grow in a balanced manner, it is of absolute necessity that our cultural endeavors not lag. In this respect an organization, "The Baltimore Friends of Art and Music", composed of leading citizens, has been formed to breach this gap."

"The first project undertaken is the Baltimore Symphony Orchestra. We feel that the keystone of good music must be the symphony, and that when we succeed in elevating this orchestra to one of the finest in the nation, other elements of musical life must be assisted in a similar manner for the fine coordinated musical program. We propose to give all Baltimoreans the opportunity in helping fabricate a symphony of top level character, and to place the symphony on the basis of self-support to a greater degree than heretofore. The problem of yearly emergencies other than annual fund raising to sustain this organization is not only embarrassing but extremely detrimental to the spirit of both the conductor and musicians. Every element of the city's population, regardless of status, must be involved. The symphony should be supported because the people of Baltimore are interested in something better rather than a matter of compulsive giving. The symphony should stand and grow on what it gives, benefiting all of us both in this and coming generations."

"Thus far many commercial, industrial, and civic organizations which we have approached are heartily working with us. Organizations such as the Retail Merchants Association, the banking institutions, the Greater Baltimore Committee, the Drug Association, and professional groups are going all out. Some members of the Public Relations Council of Baltimore have taken this project on to help build a greater orchestra."

"The purpose of this organization is not fund raising. Our prime goal is to assist the symphony in helping itself. The means by which this will be done is by selling the total season subscription. There are 2600 seats at the Lyric and we are bent on a sell-out, to give encouragement and backing to a fine new conductor and an orchestra with great potential. So far almost half of these subscriptions have been taken, and there is no doubt that with the assistance which we are receiving for the first time in many years, our orchestra will be playing to a sold-out house.

This is a community problem which will be solved to the benefit of all of us individually and the city as a whole."

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STORE SECURITY PROGRAM FOR RETAILERS OUTLINED

Carelessness in the cashing of checks and money orders is resulting in losses to retailers of several hundred million dollars a year, John Stewart, Vice President and head of the Inspector's Division of American Express Co., said.

Mr. Stewart declared that the country's over-all loss in bad checks and money orders is more than $550,000,000, and that one nation-wide chain store alone lost the equivalent of profits on sales of $25,000,000 in a single year.

He pointed out that the spreading acceptance of checks and money orders in consumer purchasing "has multiplied the hazards of the game to a very costly figure.

"In 1943," he said, "there were 27 million checking accounts in this country—and 4 billion checks were issued. Ten years later, the number of accounts and checks issued had doubled.

"Today," Mr. Stewart stated, "statistics of this sort no longer present a true picture of the immense area for criminal activity—because money orders in vast numbers have come to be as commonly accepted as the ordinary draft on a bank. There has been a boom in the minute-to-minute transactions covered by checks and money orders."

He states that American Express' experience shows a great majority of the passers of bad checks and fraudulent money orders to be narcotic addicts. The problem of what to do about these fraud losses is a growing one, he said, but losses could be cut to "an almost negligible minimum" if the store owners and employees were more mindful of "store security."

It should be elementary, he noted, for the store owner to make frequent bank deposits at irregular intervals and over alternate routes during the course of the day, to avoid possible loss of large sums, but: "in the matter of small amounts—usually $50 or less—which he [illegible] many times over because of carelessness in cashing bad checks, there are equally fundamental and simple rules which are often ignored."

Mr. Stewart, formerly of the F.B.I., said that the all-embracing rule in cashing checks and money orders should be: "Establish identity—know your endorser."

There are many ways of doing this. The commonest acceptable identifications, he said are established through drivers' licenses, hunting and fishing licenses, auto registration cards, military discharge papers, credit cards, and so on. Social security cards are not acceptable.

He advised caution:

" . . . when a person tries to cash a large check or money order in making a small purchase:

" . . . when a juvenile presents a check or money order:

" . . . when an intoxicated person tries to cash a check or money order:

" . . . when the person who presents the check or money order is a smooth and oily type who tries to divert attention by a line of chatter."

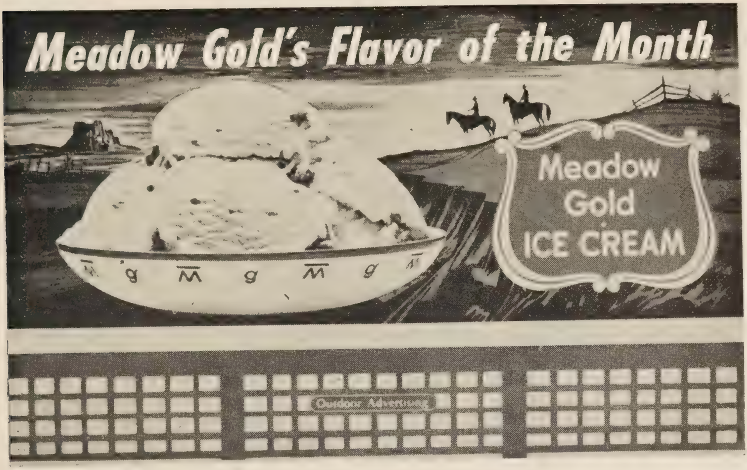
For management specifically, Mr. Stewart offered the following rules:

"1. Handle all negotiable paper, such as blank money orders, as you do your cash—and keep your cash registers beyond the reach of customers.

"2. Work with a minimum amount of negotiable paper, keeping all that may not be necessary for immediate purposes in a safe—in a place not easily accessible to sneak thieves.

"3. When closing shop, put ALL negotiable paper in a safe.

"4. Know your employees. Whenever they cash a check or money order have them record the means of identification which they accepted—and have them put their own initials on the money order or the check. Only by this rule can criminal collusion be detected. If one employee cashes many bad checks, there may be a link.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Now! The Greatest Outdoor Advertising Campaign in MEADOW GOLD History!

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Strategically located all over town featuring the "Flavor of The Month", month after month for a full year!

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Tie-in with this great promotion! Feature the MEADOW GOLD "Flavor of The Month" and CASH-IN with bigger sales!

Tell them you saw it in "The Maryland Pharmacist"

"5. Indoctrinate your employees against carelessness and hastiness in the cashing of any negotiable paper.

"6. In case of doubt about the honesty of the customer, telephone the maker—a bank, American Express, etc. Even a simulated call pays off because invariably if the check or money order is phony the passer will leave before the call is completed.

"7. Establish an identification file for customers who are true customers—and . . . if possible . . . install one of the camera devices near your cash register. This machine, as you know, photographs the customer and check simultaneously.

"8. Protect your own future in business by giving serious effort to the prosecution of all detected fraud."

NEWS BRIEFS

The Health News Institute calls our attention to a recent statement by a distinguished fellow American—a statement perhaps worth remembering the next time you receive a complaint about the price of a prescription. The words are those of James A. Farley, writing in The Atlantic Monthly. Said Mr. Farley:

". . . an ordinary citizen can buy at a corner drug store, for a very small sum, a magic drug for which Louis XIV would have given half of France."

* * * *

Here's a sobering footnote to the theme of eternal vigilance:

Smallpox in the world today is an anachronism, delegates to the recent Assembly of the World Health Organization agreed. Vaccine against smallpox has existed for more than 150 years, and is both effective and cheap. But despite this fact, there were more than 200,000 cases of smallpox in Asia last year, and there were scattered outbreaks in Europe.

If we must still keep up our guards against smallpox, we should be even more alert in protecting ourselves against polio, for which we discovered the immunizing vaccine only yesterday; and against tuberculosis, towards which we may easily become complacent because of the existence of new and miraculously curative drugs.

* * * *

Those innocent looking little pills, which in scarcely more than a decade have taken the deadly sting out of such diseases as pneumonia and influenza, didn't "just happen".

By way of evidence, our attention is called to these words of a man who ought to know.

"From the time we conceive the need for a new medicine," he said, "to the time when we have official authorization to make it available on a commercial basis, takes, on the average, about five years, which is longer than it takes to build a skyscraper."

The speaker was the director of research in the laboratory of a great pharmaceutical manufacturer.

BABIES AND SAFETY

The chances that a mother will survive childbirth today are almost 2,000 to one, rendering virtually pointless all the age-old fears about the dangers of having a baby.

New drugs and more skillful medical practice, says The Health News Institute, held the maternal death rate in New York City last year to 106, while the metropolis was welcoming nearly 170,000 new babies.

DON'T MISS
THE DRUG SHOW
YOU'LL BE
SORRY IF
YOU DO.

NEW
SHOPPING CENTER
FOR YOUR NO. 1 VITAMIN

ONE A DAY
BRAND
MULTIPLE VITAMINS
250 TABLET SIZE
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75 YEARS OF FINE PHARMACEUTICAL PRODUCTS

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Order this colorful merchandising assortment #7440 and take advantage of greater than ever ONE-A-DAY (Brand) Multiple Vitamin Sales.

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LACTINEX TABLETS—A clinically proven treatment for gastro-intestinal disturbances, including diarrhea[1, 2, 3] (antibiotic induced and others) in infants and adults.

LACTINEX GRANULES—An especially designed dosage form (served on cereal, food or with milk) of this effective product for the pediatric and geriatric patient.

Dosage: Three or four tablets or one packet, three or four times a day.

Supplied—tablets in bottles of fifty—granules in boxes of twelve, one gram packets.

1. *Siver, Robert H.: Current Medical Digest, Vol. XXI, No. 9, September 1954.*
2. *McGivney, John: Texas State Journal of Medicine, Vol. 51, No. 1, January 1955.*
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VOLUME XXXIV SEPTEMBER, 1959 No. 12

Fall Regional Meeting

Maryland Pharmaceutical Association

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URBANA, MARYLAND

THURSDAY, OCTOBER 22, 1959

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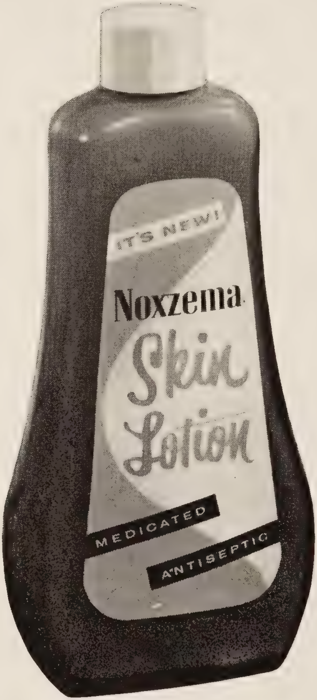
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Sentries on the seacoast...

27 Lilly service wholesalers help keep Eastern prescription business "on an even keel"

Life has its "ups and downs" for the East Coast prescriptionist, just as it does for pharmacists elsewhere. But the Lilly policy of wholesale distribution goes a long way toward stabilizing his operation by helping him control inventory.

With his Lilly service wholesaler so close at hand, the pharmacist needn't chance large, direct purchases of "bargain" merchandise that may not sell. A simple phone order will bring fast-moving, profit-assured items that will not languish on the shelves and tie up his capital.

You, too, can steady the helm of your inventory "ship." Just route all your orders through one of the 300 Lilly service wholesalers who serve the nation.

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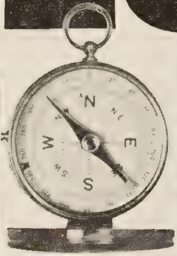

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MYADEC is always in demand. This widely used, high potency vitamin-mineral formula, supplying nine vitamins plus eleven minerals and trace elements, is promoted throughout the year. The result – rapid sales turnover and profit on the MYADEC route! Supplied: Bottles of 30, 100, 250, and 1,000

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The Maryland Pharmacist

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Office of Publication: 650 W. Lombard Street, Baltimore-1, Md.
SAratoga 7-0746

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... Editorial ...

LILLY DIGEST—1958

The year 1958 was full of surprises on the economic front. During the first quarter, business activity declined steadily. In the second quarter, however, conditions began to improve and then continued to get better every month during the remainder of the year. By December 31, 1958, gross national product had recovered to a point 3 percent below the 1957 figure. Despite the decline and the gradual recovery in certain industries and in gross national product, retail pharmacy recorded sales increases each month, with one exception during 1958. At the year's end, the gain according to the U. S. Department of Commerce was 4.8 percent.

Unfortunately, not all pharmacies whose statements of income and expense were analyzed by the Lilly Retail Pharmacy Operations Clinic shared in the sales gain. Some were barely able to match their record for 1957, and others endured a decline; but, as during the past several years, the nation's retail pharmacies collectively continued the upward spiral in sales volume.

The increase in sales as reported by the U. S. Department of Commerce was not reflected by the 2,429 pharmacies included in this edition of the Lilly Digest. In fact, average sales declined slightly because of a larger representation of low-volume pharmacies than were included during 1957. Among the 2,429 Lilly Digest pharmacies, however, there were 747 stores which had participated in the 1957 report. These stores recorded an average increase of 5.8 percent.

Although average sales volume of Lilly Digest pharmacies does not necessarily reflect the average of all pharmacies, the summary of operating ratios as a percentage of sales is indicative of national trends.

The 1958 summary of Lilly Digest pharmacies indicates slight but continued improvement of gross margin. It average 34.7 percent in 1958—an increase of 0.1 percent of sales over 1957. Total expenses rose 0.4 percent of sales; three-fourths of the increase was in proprietor's salary and one-fourth in miscellaneous operating costs. Net profit, therefore, declined 0.3 percent, but total income (net profit plus proprietor's salary) remained unchanged at 13.2 percent of total sales.

To the dismay of practicing pharmacists everywhere, operating expenses have risen steadily since World War II. Although the fact is of little solace, other enterprises have been faced with a similar situation. In pharmacy some relief has been provided by concurrent but modest increases in gross margin. This, combined with good management of operating costs and slight increases in proprietor's salary, has enabled pharmacy owners and managers to hold the line on total income with a measure of success.

AFPE SCHOLARSHIPS

The American Foundation for Pharmaceutical Education has just provided $22,000 in 1959-60 undergraduate scholarship funds to 56 colleges of pharmacy. AFPE awards are made by the colleges to outstanding junior and senior students.

Over 1800 practicing pharmacists received AFPE scholarship awards during their college years.

The Foundation is continuing its activities to increase college of pharmacy enrollments and also is providing substantial funds to the American Association of Colleges of Pharmacy in support of student recruitment films and programs.

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PRESIDENT'S MESSAGE

Fellow Pharmacists!

This is the time of year when mother nature seems to speed her changes in a spectacular pattern. The greens of the summer turn to the startling reds and oranges of fall and the blue skies change to the somber grey of winter. The same seems to be true of business: the lethargy of summer goes and life seems to accelerate as the weather invigorates.

Vacations are over and the medicine chest must be refilled, as well as the clothes closet. Our customers who have been "away" for the summer return and see their doctors for a check-up and the seasonal "colds" begin to bloom which in turn boom the sale of Aspirin and Soda.

School has started and for those of us who handle school supplies there was a sudden burst of business which will return in the form of replacements for the next nine months. The same holds true for Association work; the Committees recently appointed have organized and most of them have arranged their programs for the year. Your Officers have gotten back to work and also are making plans for the coming year. You will see the results of these plans and programs as the year progresses and will likely have your report on them at our Fall Regional Meeting. I know that those of you that have previously attended these meetings at Peter Pan will be back and I would appreciate if many of you will try to bring a fellow pharmacist with you. In this way we will have more and possibly better ideas on the operation of our Association.

I am sorry that my fears expressed in my last message in the Maryland Pharmacist proved correct in that Fair Trade legislation was again side tracked. I hope this action by our legislators does not discourage any of us, but rather will spur us to greater efforts to contact our own representatives and attempt to get them to see the light. As you know, one of our Senators was instrumental in the unfavorable report given the Federal Fair Trade Bill in the last session of Congress.

I feel sure our own Fair Trade Committee will give us a directive very soon as to how to make our future plans so that we can assure the stability of our business and a "Fair Deal" for the consuming public.

Let's all get together on October 22nd at Peter Pan.

GORDON A. MOUAT
President

NON-BEVERAGE ALCOHOL PERMITS

Holders of non-beverage alcohol permits do not have to renew these permits if they no longer purchase non-beverage tax exempt alcohol for prescription use. If tax-paid alcohol is used a permit is not necessary. Alcohol purchased under an Alcoholic Beverage Permit, such as a Liquor License, is fully taxed. Keep such alcohol in its original bottle with the tax stamp affixed.

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School of Pharmacy, University of Maryland, News

LUNCHEON MEETING OF THE ALUMNI ASSOCIATION, SCHOOL OF PHARMACY UNIVERSITY OF MARYLAND

The annual luncheon of the Alumni Association of the School of Pharmacy of the University of Maryland was held on Tuesday, August 18, 1959 at the Netherlands-Hilton Hotel, Cincinnati, Ohio during the convention of the American Pharmaceutical Association and allied groups.

Forty-nine persons attended. The group included seven deans of schools of pharmacy who are graduates of the University of Maryland, School of Pharmacy, many alumni from various points of the compass who are engaged in retail pharmacy, research and organizational work related to pharmacy, undergraduate and graduate students of the School of Pharmacy, University of Maryland, and friends.

Dean Noel E. Foss gave a short resume of activities in the University of Maryland, and each person present responded with a statement of his or her interest in pharmacy. The following responded to the informal roll-call, with apparent pleasure in again meeting former classmates and associates:

John Autian, University of Michigan, College of Pharmacy

Francis S. Balassone, State Board of Health, Maryland

Richard Barry, Schering Laboratories, Bloomfield, N.J.

Dean Andrew Bartilucci, St. John's University, Long Island, N.Y.

Frank Block, Pharmacist, Baltimore, Maryland

Joseph Cohen, Secretary, Maryland Pharmaceutical Association, Baltimore, Maryland

Marvin Chertkoff, Merck-Sharp & Dohme, Philadelphia, Pa.

B. Olive Cole, Emeritus Professor, University of Maryland

Mary Ann Coleman, Pharmacist, Bayonne Hospital, N.J.

Mary Connelly, Medical Health Center, Baltimore, Md.

Franklin D. Cooper, George Washington University Hospital, Washington, D.C.

W. Paul Briggs, American Foundation Pharmaceutical Education, Washington, D.C.

John E. Donaldson, Pharmacist, Washington, D.C.

Mrs. Andrew G. DuMez, Baltimore, Md.

Melvin F. W. Dunker, Prof. Pharmaceutical Chemistry, Detroit, Michigan

Robert Ellin, Pharmaceutical Chemist, U.S. Army Chemical Center

Dean Noel E. Foss, School of Pharmacy, University of Maryland

Samue W. Goldstein, Chemist, American Pharmaceutical Association, Washington, D.C.

Dean Salvatore J. Grecco, Creighton University, Omaha, Nebraska

Nathan I. Gruz, Pharmacist, Baltimore, Md.

Dean George P. Hager, University of Minnesota, Minneapolis, Minn.

Walter H. Hartung, Medical College of Virginia, Richmond, Va.

Robert E. Havranek, Graduate student, University of Maryland

William H. Hunt, Ethicon, Inc., Somerville, N.J.

Albert Katz, Student, University of Maryland

Dean LeRoy C. Keagle, New England College of Pharmacy, Boston, Mass.

Jonah Jaffe, Research Pharmacist, Squibb & Co. New York

Casimer T. Ichniowski, Prof. of Pharmacology, University of Maryland

Robert Lawson, University Hospital, University of Maryland

Norman J. Levin, Pharmacist, Maryland Board of Pharmacy

Oscar Klioze, A. H. Robins Co., Richmond, Va.

Samuel Lichter, Student, University of Maryland

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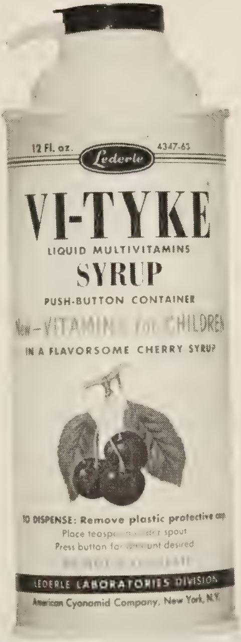
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Louis Pope, Asst. Chief Pharmacist, University Hospital, Little Rock, Arkansas

Joseph S. Rowe, Abbott Laboratories, No. Chicago, Ill.

A. Wayner Ruddy, Warner-Lambert Research Institute, Morris Plains, N.J.

Richard T. Sanner, Parke Davis & Co., Detroit, Mich.

John J. Sciarro, St. John's University, Brooklyn, N.Y.

Frank J. Slama, Prof. Pharmacognosy, University of Maryland

Pierre F. Smith, Rhode Island College of Pharmacy, Kingston, R.I.

Arvin P. Shroff, Graduate student, Bombay, India

Art Sorenson, Guest

Tully J. Speaker, Creighton University, Omaha Nebraska

Charles Schwartz, Springfield, N.J.

Robert E. Thompson, Armour Pharmaceutical Company, Kankakee, Illinois

Dean Kenneth L. Waters, University of Georgia, Athens, Ga.

Agnes P. Wajert, Pharmacist, New Castle, Pennsylvania

Dean Warren Weaver, Medical College of Virginia, School of Pharmacy, Richmond, Va.

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RELATIONSHIP BETWEEN THE SMALL HOSPITAL AND THE RETAIL PHARMACIST

By Robert E. Lawson,
Director, Pharmaceutical Services
University Hospital, University of Maryland

In February, 1959 the Board of Trustees of the American Hospital Association and the executive committee of the American Society of Hospital Pharmacists issued a statement of Suggested Principles of Relationships Between Smaller Hospitals and Part-time Pharmacists. These suggested principles were subsequently approved by both of these bodies.

Most hospitals are aware of the contributions which have been made in the hospital pharmacy field in providing adequate service for patient care and treatment. Because of the annual introduction of numerous potent drugs, there is a definite need for hospitals, regardless of their size, to have the services of a registered pharmacist. Whenever possible it is, of course, suggested that these hospitals use the services of a full-time pharmacist but in many smaller hospitals the services of a pharmacist may be on a part-time or consulting basis if the hospital cannot afford or obtain a full-time hospital pharmacist.

It is in this type of situation that the retail pharmacist can be of service to his community and at the same time extend his professional scope in the pharmaceutical services.

The suggested principles are divided into several different parts which will be discussed in this article.

1. The Pharmaceutical service of the hospital should be organized and maintained primarily for the benefit of hospital patients.
    a. This, of course means that the Pharmacy service should not be tailor made to meet the convenience of the hospital personnel, the pharmacy or the attending physician but should be for the benefit of the hospitalized patient. Introduction of new drugs and combination of drugs must be in agreement with this basic principle.
2. The hospital pharmaceutical service should be under the direction of a professionally competent legally qualified registered pharmacist. The administrator of the hospital is legally bound to provide adequate pharmaceutical service to patients in his hospital regardless of the size of that hospital. The hospital safeguards the patients and its public trust by fixing responsibility for its different functions by appointing adequately qualified individuals.
3. A part-time pharmacist, as a professional member of the hospital staff and as the head of the hospital function or department, must assume the responsibility involved. In the event that a part-time pharmacist is selected to direct the service as in (2 above), he must accept the legal, moral and ethical responsibilities of providing adequate pharmacy service.
4. The part-time pharmacist shall be responsible to the proper administrative authority of the hospital for developing, supervising and coordinating the activities of the Pharmaceutical services to hospital patients and departments. With the prestige involved in a hospital affiliation there is an attended responsibility placed on the pharmacist to implement and coordinate the hospital's policies as directed by the administrator and the hospital governing board. Thus, the part-time pharmacist participating in this hospital connection, is primarily responsible to the hospital administrator for those services provided to the hospital pa-

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tients and departments without regard to economic conditions which are prevailing. Rules, regulations and procedures regarding drug service to hospital patients and departments should not be in opposition to the hospital's policy for patients as stated by the hospital administration, the medical staff and the hospital governing board.

5. The organization of hospital Pharmaceutical Service, the relations to the hospital and its elements and the specific services to be provided should be outlined and reviewed periodically by the hospital administrator and the part-time pharmacist who provides pharmaceutical services to hospital patients and departments. To keep abreast of changing developments or staff demands for high standards of service, relationships should be outlined initially and reviewed periodically. This is particularly necessary in those situations where certain elements of service are provided within the hospital and other elements of service are derived from sources from outside the hospital.

6. The organization of Pharmaceutical Services should include the utilization of an organized Pharmacy and Therapeutics Committee responsible for the development of rules and regulations pertaining to professional policies related to Pharmaceutical Services for hospitals.

   Following the usual practice in hospitals, the medical and Pharmacy staffs act in an advisory capacity and are the most qualified to recommend to the hospital such policies as relates to the selection, evaluation and distribution of the drugs used in the hospital. The composition and specific objectives of the Pharmacy and Therapeutics Committee as well as its appointments may be developed to best meet the needs of the hospital and its standards.

7. The primary functions of the service provided by a part-time pharmacist should be to furnish drugs as quickly as possible so that patient care will not be hindered, to provide adequate safeguards for the patient and hospital personnel, and to provide therapeutic agents of respected quality. Responsibilities of this service are not necessarily related to a specific hourly schedule within the day; but, indeed, include well-rounded responsibilities such as consultation services to nursing and medical staff. inspection of drug storage and distribution throughout the hospital, attendance at committee and departmental meetings, preparation of hospital reports and providing an approved stock of emergency drugs for a twenty-four hour service.

8. Records concerned with hospital patient services should be maintained separately, preserved for the period prescribed by legal or hospital requirements and be readily available. As in the drug store, the pharmacist should maintain adequate records concerning narcotics, barbiturate, alcohol, prescription and requisitions as indicated.

9. Relationship between the hospital and the part-time pharmacist in the function of drug procurement or purchasing for both patients and general hospital use should be based on fixed responsibilities and meet the following principles on business relationships.

   a. The basis of financial arrangement between the hospital and a part-time local pharmacist should be followed which would best meet the local situation. It is recognized that no one basis would seem applicable or suitable in all instances.

   b. Arrangements involving services to atients through voluntary insurance, indigent patients or employees should be established in accordance with accepted hospital relationships and philosophies involving such programs.

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c. Arrangements for a regular schedule for the personal services of the part-time pharmacist on the hospital premises should be maintained on a flexible basis related to time span and services provided.

d. Solicitation of patients or rendering service to the medical staff for their private practice through hospital channels by any person connected with the hospital is unethical.

e. Relationships between the part-time pharmacist and the hospital are considered on the merit of reputable, prompt service to patients at a reasonable cost, ability to serve the hospital in all phases of pharmacy service demanded by hospital requirements, and subscribed to the suggested principles. A hospital should be allowed the privilege of judging its future relationships for expanded services on the basis of a part-time pharmacist's ability to provide those services in the spirit which hospital care is provided in that hospital.

The above listed principles of relationship between smaller hospitals and part-time pharmacists are merely suggested. These recommended guides for future development and discussion are a beginning for those hospitals and pharmacists who wish to explore possibilities for developing higher standards of pharmaceutical service in institutions without full-time pharmacists. A combination of such principles in a minimum standard for pharmacies in hospitals can provide those smaller hospitals and part-time pharmacists with working basis for a higher level of pharmaceutical service.

There are many opportunities in the Baltimore metropolitan area as well as in other areas throughout the state in nursing homes and small hospitals which have a drug room but do not have adequate pharmacy services of a pharmacist on a part-time or consulting basis.

Here is an opportunity for the local retail pharmacist to provide a professional service in the spirit of cooperation with the medical health team and to extend his scope of professional activity. While it is not expected that the retail pharmacist would donate his time nor take a financial loss in providing these services, this under-taking should not be initiated with the idea of expanding his economic holdings within the community. If this relationship with the hospital or nursing home is approached with the proper spirit, these things cannot help but be provided as a bonus attraction.

The retail pharmacist who is interested in extending his professional activities should consider his importance in the community hospital or nursing home that lacks the benefit of pharmacy service. To accomplish this job in an efficient manner the pharmacist should familiarize himself with the published literature about hospital pharmacy. The retail pharmacist could benefit by visiting several outstanding hospital pharmacies in an adjacent area to learn how they are operated. The retail pharmacist will find that there is a great deal of difference between retail practice and hospital pharmacy. Many drugs used in the hospital are not adaptable for use in the home. The frequency of use of many drugs is quite different in the hospital compared with frequency of use in private practice. Few retail pharmacists have calls to dispense various biologicals, injectables, and diagnostic agents which are commonly used in even the smallest hospitals. It is therefore important for the pharmacist to review the elements of pharmacy. (1)

The retail pharmacist should be sufficiently prepared before visiting the hospital administrator to explore the

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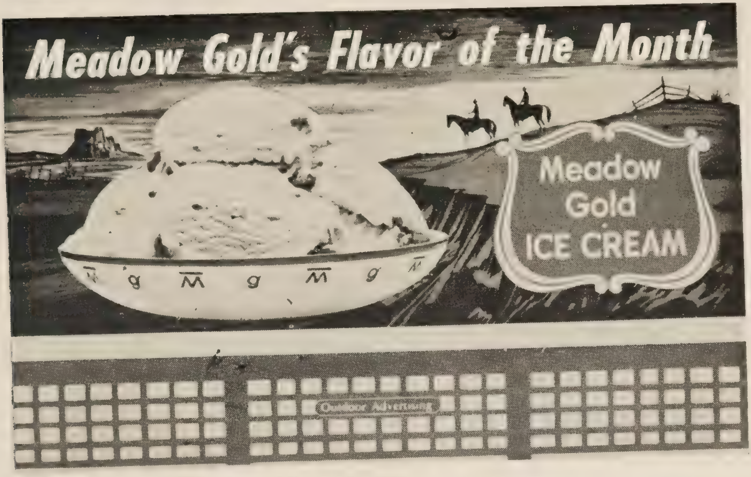
(1) Frazier, W.F. & Lawson, R.E., "Retail Pharmacists and The Hospital", J.A.Ph.A., Pract. Ed., 18, 221 (1957).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possibilities of an arrangement whereby professional pharmacy service could be acquired by the hospital and whereby the pharmacist could enlarge his professional activities. The agreement between the hospital and the retail pharmacist should be mutually advantageous. Whatever arrangement is established, the community, the hospital, and the pharmacist will each benefit considerably by the program.

The pharmacist, as an important member of the public health team, has an opportunity as well as an obligation to aid the community by supplying adequate pharmaceutical service.

PHARMACEUTICAL APPLICATIONS OF CHONDRUS EXTRACT

By B. F. Allen*

The masses of seaweed found along the ocean coasts are raw materials for a growing number of process industries. For many years seaweed has been employed as a plant fertilizer, as a food or an ingredient of pharmaceuticals.

Chondrus, commonly known as Irish Moss** is one of the most widely exploited seaplants. It has been used extensively in the food, drug, cosmetic and other industrial fields. In many of these instances it was necessary for the user to prepare an extract of this material. This presented a problem and results were often not reproducible.

Carrageenin [a,b] is the term used today to describe the dried aqeous extract of Irish Moss. In the National Formulary it is referred to as the dried, refined hydrocolloidal aqueous extract prepared from Chondrus, either bleached or unbleached.

In recent years, several companies have perfected methods of extraction and by means of their laboratory facilities have standardized the properties of the extracts. Carefully controlled production has made available to the user a number of uniform products which are free from the extraneous matter normally present in the crude moss.

Chondrus extract occurs as a coarse or fine powder, usually tan in color, almost odorless, and with a mucilaginous taste. It is almost completely soluble in 100 parts of water at 85°C., forming a viscous, opalescent, colloidal solution which flows readily and is alkaline to litmus. The extract is insoluble in alcohol and other organic liquids. However, it disperses more readily in water if first moistened with alcohol, glycerin or simple syrup, or if first mixed with 3 or more parts of finely powdered sucrose. Dextrose or simliar products will also aid its dispersion in water.

The commercial extracts [c] are normally produced with a particle size of approximately a number 40 mesh. However, finer grinds are available up to 150 mesh to meet specific requirements.

The apparent chemical composition of the gelatinous principle of chondrus has been represented as the calcium salt of a sulfuric acid ester of a colloidal carbohydrate complex. It is also reported as being a strongly negatively charged polymer of a high molecular weight.

Many types of the commercial extracts are available with wide ranges in viscosity which are adaptable to many uses. It has been stated that their properties are not duplicated by commercially available hydrocolloids derived from any other source.

The commercially available extracts are non-toxic and harmless at all consumable quantities. They normally pass unaltered through the alimentary tract and add no caloric value. This is one

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*Associate Professor of Pharmacy, University of Maryland

**Also known as carrageen, carragheen, carrageen moss, pearl moss, rocksalt moss, and killeen pigwrack

[a] Official synonym

[b] A committee of the American Chemical Society has recommended the spelling be changed to CARRAGEENAN.

[c] Available under trade names of: Kraystay, Seakem, Viscarin, and Gelloid.

PUBLIC RELATIONS

The most important public relations activity in pharmacy is that carried on by the pharmacist at the counter.

CALVERT DRUG CO.
901 Curtain Ave.
BALTIMORE 18, MD.

HOpkins 7-3609

Member
Federal Wholesale Druggists Association
of the
United States & Canada

OWNED AND CONTROLLED BY INDEPENDENT DRUGGISTS

reason for their wide use in low caloric foods.

Solutions of this substance must be properly protected against bacterial and mold growth. Preservatives which have been recommended include 0.2 percent benzoic acid or a mixture consisting of 0.1-0.2 percent methyl-p-hydroxybenzoate and 0.02 percent propyl p-hydroxybenzoate.

Because of the mucilaginous nature of these solutions, it has the property of soothing inflamed abraded membranes or skin areas protecting them from irritation. This property makes it a desirable vehicle for cough remedies and other preparations where a syrupy consistency is desired.

Chondrus extracts are being employed in the preparation of pharmaceutical jellies such as the lubricating or nasal type since these extracts are not dehydrating to the tissue.

Another important pharmaceutical use includes their ability to suspend insoluable ingredients such as calamine, bismuth salts, and the "sulfa" drugs. It also helps to maintain the stability and viscosity or body of emulsions and similar preparations.

The extracts are also being used in the manufacture of cream shampoos, vanishing creams, hand lotions, tooth pastes and other cosmetic products. In the cream-like preparations, it helps to prevent caking of the product by retarding evaporation, and also produces "slip" features or lubricity.

In recent years, investigation has been conducted on the pharmacological activity of substances which have been extracted from seaweeds. For centuries in China several seaweeds have been reputed to possess curative properties in certain infectious processes, as well as in some deficiency diseases. It has also been reported that one of the brown seaweeds has been found useful as a heparin substitute.

Headquarters for
HOOVEN LETTERS
ROBOTYPED LETTERS
LYKA TYPED LETTERS
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PHOTO-OFFSET PRINTING
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MIMEOGRAPHING
MAILING

call
MUlberry 5-3232, 33, 34
SAratoga 7-5172, 73

D. Stuart Webb
ADVERTISING SERVICES, INC.
306 N. GAY STREET
Baltimore 2, Maryland

Indicative of the modern trend toward combining "old" pharmaceutical ingredients with new ones is the following prescription which was submitted to a national drug journal for advice on how to turn out a good ointment.

Zinc oxide	5.0
Talc	5.0
Irish Moss	2.0
Iron oxide	1.0
Water	10.0
Alcohol	15.0
Hydrophilic ointment	60.0

This certainly is an unusual combination and a mucilage of the Irish moss and water should first be prepared. After straining, the mucilage should be combined with the remaining ingredients using the conventional ointment compounding techniques.

The following pharmaceuticals are available containing Irish-moss extractive as an ingredient.

ANESTHETIC LUBRICATING JELLY
EPHEDRINE GLYCEROL (liq)
HYGENOL (jel)
KAOPATCH (emul)
KONDREMUL (susp)
KONDRETABS (tab)
K-Y LUBRICATING JELLY
SURGICAL JELLY

ABSOLUTELY
TRY THE ENCLOSED SAMPLE AT NO COST—
Next time ask your pharmacist for TROJAN NATURALAMB Rolled. Wet SKINS
SCIENTIFICALLY CORRECT

"NATURALAMB" ROLLED WETSKINS

Infinitely more sensitive than the thinnest rubber prophylactic, snow-white "NATURALAMB"s of the purest animal membrane are *pre-moistened . . . rolled . . .* ready for use. The man who once uses new "NATURALAMB"s will never be satisfied with any other. "NATURALAMB"s are available solely in the drugstore, hence the customer cannot be diverted from the pharmacy by non-drug outlets. You are assured of repeat business, increased turnover and greater profit.

"NATURALAMB" rolled wetskins are absolutely uniform . . . softer . . . more sensitive . . . yet "NATURALAMB"s *assure* complete protection because of their greater strength. The hygienic air-tight foil package keeps moisture in, bacteria out.

Mr. Pharmacist: Get the full story of this revolutionary advance in prophylactic merchandising, "New Horizons For Prophylactic Sales" from your Youngs representative.

TROJANS PROFIT PROTECTION · PRODUCT PERFECTION ·

YOUNGS RUBBER CORPORATION

SOLD ONLY IN DRUGSTORES SINCE 1926

• T.A.M.P.A. TATTLER •

OFFICERS OF THE TRAVELERS AUXILIARY
MARYLAND PHARMACEUTICAL ASSOCIATION 1959-1960

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President—ALBERT HEYDEMANN
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Volume 18 SEPTEMBER, 1959 No. 2

TAMPA HOLDS CRAB FEAST

On August 13, 1959 TAMPA held their annual crab feast and outing at Bay Ridge Park. Under ideal weather conditions, sixty five members and guests enjoyed the utmost in steamed crabs, and all of the delicacies that are the part of any successful crab feast.

Among the participants, MPA members who were seen enjoying the good fellowship of the day, were, President Gordon Mouat, BMPA President, Herman Drukman, Al Ogrinz, Ed Fainberg, Lou Glazer, and Larry Abrams. It was very gratifying to TAMPA members to have our senior associates join in fun with us.

The annual ball game and swimming in the new expanded pool, highlighted the activity in the events of the day.

LILLY SALES APPOINTMENT

Philip D. Lindeman, new salesman for Eli Lilly and Company in Salisbury, Maryland, is working in three states. Donn Joyce, manager of the Delaware Valley District, announces that Lindeman's territory includes parts of southeastern Maryland, southern Delaware, and eastern Virginia.

Born in Honolulu, Lindeman lived in California for ten years. His Bachelor of Science degree in pharmacy was conferred by the University of Maryland in 1956, and he became a registered pharmacist in that state the following year.

Since 1956 Lindeman has been employed by People's Service Drug in Wheaton, Maryland.

He is a member of Phi Delta Chi, professional pharmacy fraternity.

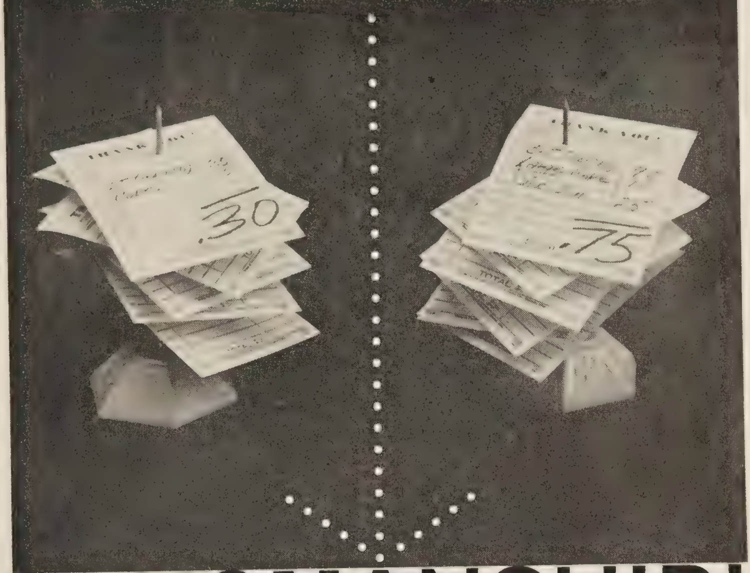
In Salisbury, he succeeds Gordon M. Crispens, who has been transferred to Baltimore.

FRANK MILLS

It is with sorrow we announce the recent death of Frank Mills who was long associated with Muth Brothers and Company, Wholesale Druggists of Baltimore.

Mr. Mills will long be remembered for his friendly smile, kind word, and warm hand clasp by many retail druggists and salesmen.

What made the difference?

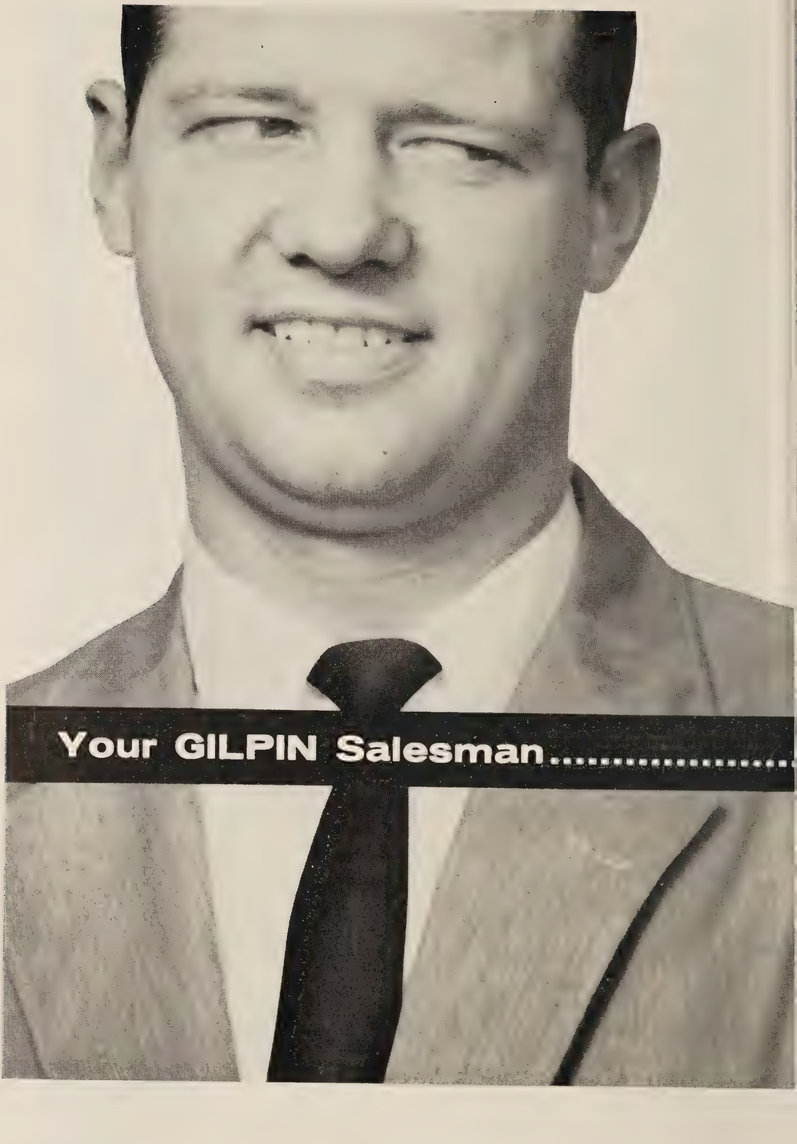


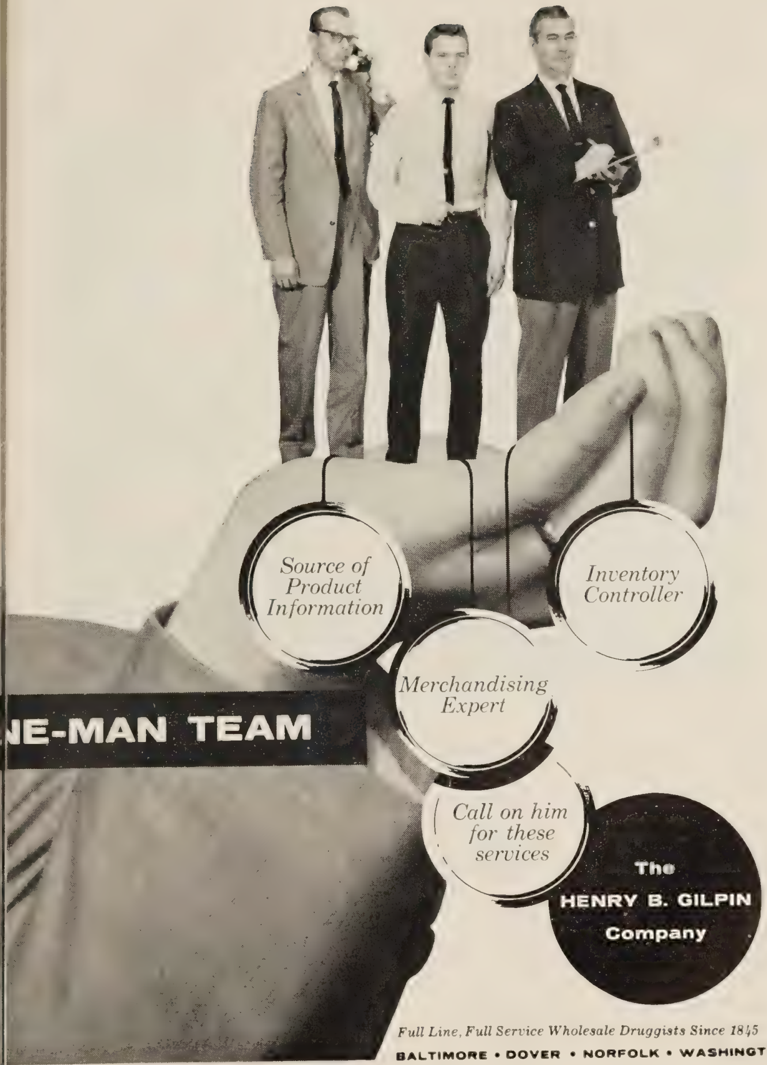
PLUSMANSHIP!

Sure, you know about suggestion selling. Problem is, how do you get it rolling? The Coca-Cola Company can help you with a complete Plusmanship program. Plusmanship gets you that extra sale that lies just beyond the customer's original order. It consists of full-color displays that suggest bigger orders, and a wealth of sales training material that will help you and your personnel put it to work. Only The Coca-Cola Company offers you this dynamic program to create bigger orders, bigger tickets, more profits! Ask the representative for Coca-Cola who calls on you about Plusmanship. He'll be glad to help. Or write: The Coca-Cola Company, Fountain Sales Dept.,
P. O. Drawer 1734, Atlanta, Ga.

SIGN OF GOOD TASTE

Sell Coca-Cola


Your GILPIN Salesman..................


NE-MAN TEAM
Source of Product Information
Merchandising Expert
Inventory Controller
Call on him for these services
The HENRY B. GILPIN Company

Full Line, Full Service Wholesale Druggists Since 1845

BALTIMORE • DOVER • NORFOLK • WASHINGTON

-: NEWS ITEMS :-

"EMERGENCIES DON'T WAIT WEEK" PROCLAIMED BY BALTIMORE'S MAYOR

Mayor J. Harold Grady has designated October 9 - 17 as "Emergencies Don't Wait Week" in Baltimore. This is a time to eliminate home accident hazards and make sure all homes are equipped with first aid supplies. Leading Maryland pharmacists, the Red Cross, Civil Defense organizations, and safety groups co-sponsor the week. Shown above are: Joseph Heron, member of the committee; Thomas J. Kelly, chairman of "Emergencies Don't Wait Week"; Mayor Grady, Dr. Gordon Mouat, president of the Maryland Pharmaceutical Association; and Dr. Herman Drukman, president of the Baltimore Metropolitan Pharmaceutical Association.

FAIR TRADE NOTICES

DOESKIN PRODUCTS, INC.— Page 84-A

Limited Time Offer	**F.T.M.**
Doeskin Facial Tissues (400's & 200's banded together)	$ .39

LEWIS HOWE—Page 53

Tums	.12 a roll
	3 rolls for .30
Natures Remedy—25 cent size	.29

GLOVER'S—Page 35

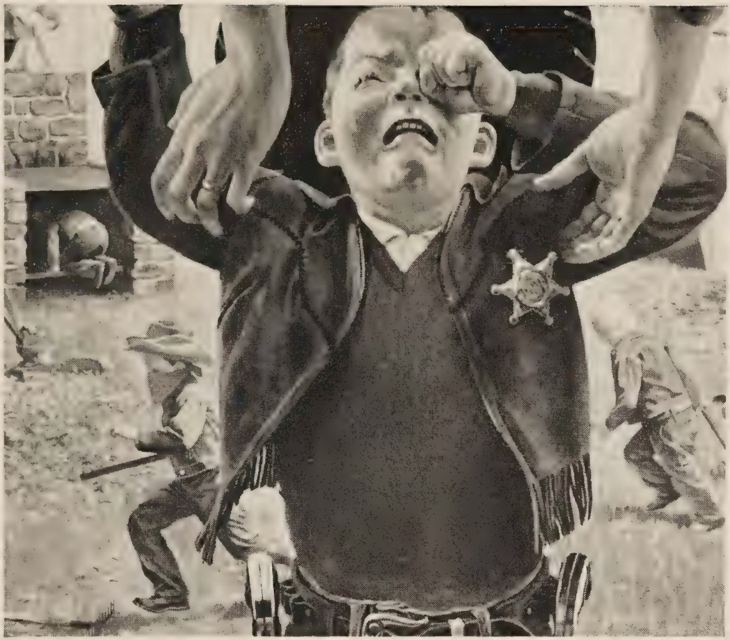
Glover's Mange Medicine—3 oz.	.93

BRISTOL-MYERS—Page 10

Sal Helatica—Small	.39
Sal Helatica—Medium	.79
Sal Helatica—Economy	1.09

THOMAS LEEMING & CO.—Page 51-B

New Item	**F.T.M.**
Ben Gay—Regular & Greaseless—3 oz.	1.69



Emergencies don't wait

"Emergencies Don't Wait" Week—one of the greatest annual events in the drug field—will be observed nationally during October 9-17th.

For *ten* consecutive years, Johnson & Johnson has sponsored this unique campaign as a public service, to promote home safety and preparedness.

Here's the impact it's had:

- 74% **overall sales increase** in Surgical Dressings business during a three-week period while displays were up.
- **Won national recognition**—43 Governors and 850 Mayors proclaim "Emergencies Don't Wait" Week.
- **Publicity support**—countless TV shows, radio programs and newspaper editorials throughout the country.

"Emergencies Don't Wait" Promotion creates a climate of consumer interest. Its selling force stimulates consumer action and response.

This campaign is another example of Johnson & Johnson's continuous efforts aimed at expanding the First Aid Needs market for your profit.

Johnson & Johnson *The most trusted name in surgical dressings and baby products*

McDOWELL, PYLE & CO., INC.

(Est. 1892)

Exclusive Distributor of

P&S
PAGE & SHAW
NEW YORK
LONDON BOSTON PARIS
MONTREAL

"THE CANDY OF EXCELLENCE"

NATIONALLY ADVERTISED

LExington 9-4987, 9-4988, 9-4989

221-23 W. PRATT ST. **BALTIMORE 1, MD.**

Accepted By Pharmaceutical Profession Since 1890

MANHATTAN DRUG CO.
156-158 Tillary Street
Brooklyn 1, N. Y.

Manufacturers of

DRUG SPECIALITIES

Stearns and Patch Private Label Formulas
Buyers Imprint M-D-C Label

Neo Hist Nasal Spray—Neo Hist Capsules & Tablets
Thriocain Lozenges—Nervtabs—Gum Jel

Represented by

I. M. (Irv.) Fischer, Jr.
Alhambra Apts—Lake Drive
Phone LA. 3-4624
Baltimore 17, Md.

NOW YOU CAN SERVE HOT IN-FRA-RED TOASTED SANDWICHES WITHOUT EQUIPMENT OR LABOR COST!

A NEW NATIONAL SERVICE, Stewart In-Fra-Red, Inc., will provide you with a Stewart In-Fra-Red cookery and fresh cellophane wrapped sandwiches delivered regularly to your store. Placed in the cookery, the sandwiches are toasted in three minutes by modern efficient in-fra-red cooking. You serve the sandwiches to your customers sanitarily wrapped in cellophane.

WHAT DOES THIS COST YOU . . . NOTHING . . . not one penny for equipment, lease, or hidden charges. All you do is purchase a minimum of sandwiches each week (the quantity decided by you). Your Stewart In-Fra-Red Comisary furnishes you with the attractive Stewart In-Fra-Red Cookery and delivers fresh sandwiches of choice ingredients made with the complete approval of your Board of Health. Attractive metal menu signs also furnished.

THIS NEW IDEA . . . originated by Stewart In-Fra-Red, Inc., . . . is in over 15,000 fountain and food service concerns in cities from coast to coast. Every Stewart In-Fra-Red Commisary is an established local business. You may consult your Chamber of Commerce, Dun and Bradstreet, and Better Business Bureau.

Call or write for a free demonstration:

Stewart In-Fra-Red Commissary
360 SOUTH DUKELAND STREET
BALTIMORE 23, MARYLAND
GIlmor 5-4129

BOARD OF PHARMACY RESULTS

The Maryland Board of Pharmacy met at the office of the Secretary, 301 West Preston Street, Baltimore, on Friday, September 4, to canvass the grades made in the examinations conducted by the Board on June 22, 23, and 24, 1959. Registration was granted to the following:

Paul Thomas Fenton, Jr.
Ernest John Gregg, Jr.
William Albert Hahn
Peter Hirsch
Jack Kay
James Edward Reader, Jr.
Richard Lewis Witt
Frank Ralph Wojcik

The following passed the theoretical examination, but registration is withheld until they have met the legal requirements for practical pharmacy experience and have passed an examination in practical pharmacy:

John Wilbert Becker
Stanley Leonard Becker
Harry James Brown
Vincent de Paul Burkhart
Carl Michael Caplan
Melvin Chaiet
James Earl Crouse
Martin Eugene Deming
Harry George Eisentrout, Jr.
Paul Anthony Fleckenstein
Joseph Stafford Freeman
Paul Michael Friedlander
Sheldon Allan Friedlander
Paul Glenn Gaver, Jr.
Larry Paul Glass
Stanley Lester Goldberg
William B. Gray
Murray Gerald Greenberg
Allen Hanenbaum
Donald Charles King
Earl Ephraim Klioze
Patricia Phyllis Kostos
Ellis Levi
Barry Elliott Levin
Harry Elliott Macks
Antoinette Rosalie Malanowski
Eugenie Wallace Marshall
Arnold Jay Neuburger
Thomas Milton Gosnell Penn
Larry Herbert Pozanek
William Wolf Resser
David Ronald Richardson
Herbert Allen Leonard Sachs
Marvin Frederick Saiontz
John David Henry Santoni
Sorell Lee Schwartz
Alfred Howard Schwartzman
Anthony John Sniadowski
Murray Charles Spear
John Rushton Thomas
Charles Henry Tregoe

The following had previously passed the theoretical examinations, and by virtue of having passed the practical pharmacy examination at this time, registration was granted to them:

William Theodore Clinger
Charles E. Pang
Michael Byron Rodell
Jean Musey Thorne

GILPIN HONORS ROBERTS

James W. Roberts, Sr., Chairman of the Board of the 114-year old Henry B. Gilpin Company, was honored at a special reception on August 11th by his associates, commemorating his 40 years of service with the company.

Mr. Roberts has served as Vice President and President of the company. He is a past President of the National Wholesale Druggists' Association and the National Association of Wholesalers, and is a member of the Virginia State Legislature. He is widely known for his industry and community leadership.

In behalf of the Gilpin Board of Directors, James E. Allen, President, presented Mr. Roberts with a Scroll of Distinction and Mrs. Roberts with a beautifully engraved silver tray, as a permanent symbol of the appreciation, esteem, and respect held for Mr. Roberts by his associates in the firm.

YOU MAKE THE
BIGGEST HIT
WITH THE RIGHT DRINK...
SUBURBAN CLUB
GINGER ALE

Suburban Club Carbonated Beverage Co., Inc. **ORleans 5-0100**

PREFERRED PROTECTION

New arrangements for providing Automobile Insurance and other forms of protection are now available. These new methods may provide substantial savings over your present insurance cost.

If you would be interested in having our representative contact you regarding these matters kindly let us know. We feel that our staff is particularly qualified to serve the pharmaceutical profession.

GREENE & ABRAHAMS CO., INC.
E. A. Rossmann, President
225 E. REDWOOD STREET
Baltimore 2, Maryland

NO ONE

Ever Outgrows the Need for

MILK

GET THE BEST .... GET ....

Sealtest
TRADE MARK
DAIRY PRODUCTS

MU lberry 5-3800

MARYLAND'S MOST EXPERIENCED

FULL LINE AND SERVICE WHOLESALER

Celebrating **122 Years** *Of Service*

Dial PLaza 2-0480

MUTH BROTHERS & COMPANY

23 S. CHARLES STREET

BALTIMORE 3, MD.

Established 1837

FRIEDMAN WINS AGAIN

For Better Grooming

Mr. Marty Rochlin, Vice President and Sales Manager of Loewy Drug Co., Inc., Baltimore, Maryland presents an RCA Portable T.V. to Mr. M. Friedman of Harris Pharmacy, Baltimore, Maryland. Mr. Friedman was the district winner in The Loewy Drug Co. Buy Book Promotion for Better Grooming. Mr. Harry Ettlin was the salesman who assisted in the promotion.

Congratulations to Mr. Friedman and Mr. Ettlin for their splendid co-operation.

PHARMACY WEEK PRIZE WINNERS

It is interesting to note that in the Retail Pharmacy Window Display Competition, Maryland has won more first prizes than any other state during the years National Pharmacy Week has been observed.

From 1931, the first year of observance, through 1958, Maryland has had five first prize winners in this category. They are: Morgan and Millard, Schrader's Pharmacy, Morris L. Cooper, Read Drug and Chemical Company, and Milton A. Friedman, all of Baltimore.

THE MARYLAND ASSOCIATION OF HOSPITAL PHARMACISTS MEET

The first fall meeting of the Maryland Association of Hospital Pharmacists was held on September 17, at University Hospital.

There was a panel discussion of the Hospital Pharmacy Institute held at the University of Chicago in June 1959. The two members of our organization that attended the institute were the panelists, Mr. Henry Heneson and Mrs. Miriam Bronstein, with Mr. Robert Lawson as the moderator.

There was another discussion of the much talked about "Formulary Substitution Case" that took place recently in Pennsylvania.

All members are asked to reserve the following dates on the calendar:

October 27—The pharmacy section of the Tristate Hospital meeting in Washington, D. C. at the Shoreham Hotel.

November 24—The hospital pharmacy seminar sponsored by J. B. Roerig, to be held at the National Institutes of Health, Bethesda, Maryland.

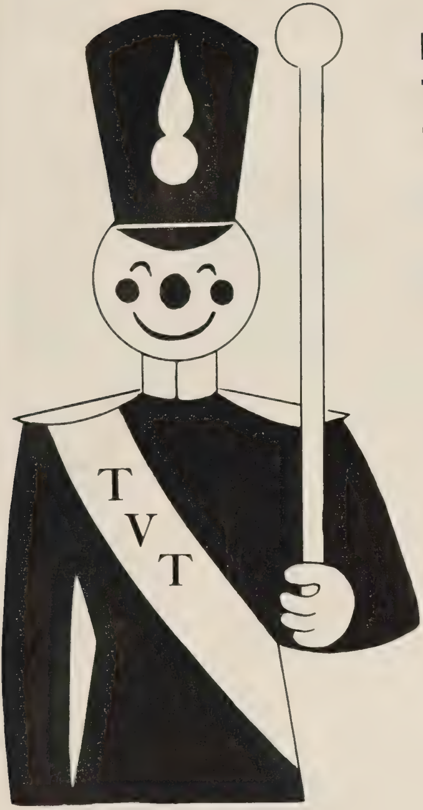
Each member will receive further information regarding the October and November meetings.

EMERGENCIES DON'T WAIT WEEK, OCTOBER 9 - 17, 1959

The 10th annual "Emergencies Don't Wait Week" will be observed in mid-October with an intensive publicity campaign to eliminate accident hazards from homes and promotion to make all home owners stock up with fresh first aid supplies.

The Maryland Pharmaceutical Association, Baltimore Metropolitan Pharmaceutical Association, State Civil Defense Organization, Red Cross Chapters, Boy Scouts and other safety organizations are co-sponsoring the annual safety promotion. Costs for the plan are underwritten by Johnson & Johnson, and T. J. Kelly, local sales representative for J & J, is chairman of the event.

Special floor displays are being supplied by Johnson & Johnson, and copies for distribution of a Home Safety Checklist will be in all participating pharmacies. The intense publicity program will help generate traffic in drug departments, and leading pharmacists from this area will be featured on TV and radio shows throughout the week, October 9-17.



INCREASE YOUR TOY SALES YEAR 'ROUND AT NO EXTRA COST

BE a TV-Time Toy Store

Tie-in with the most successful toy promotion of all time! This sales-proven merchandising program is already doing wonders in hundreds of stores throughout the Baltimore metropolitan area.

You get exciting, eye-catching, point-of-sale pieces . . . your store name on television . . . personal plugs by such stars as Pop Pop, Jack Wells, Royal Parker, Nelson Baker and Buddy Dean!

Plus bonus sales boosters . . . monthly toy give-aways . . . bicycle give-aways . . . fabulous Disneyland trip contest . . all tied-in with your store.

BOOST PROFITS NOW!

Be a TV-Time store in time to cash in on extra Christmas business. Becoming a TV-Time store does not cost you one cent extra.

Phone Bob Lewis, TV-Time Supervisor, BR. 6-3695, or EA. 7-1950.

I. L. TOY COMPANY
1023 EAST BALTIMORE ST.

The
Silver
Lining . . . .

The wise dealer who stocks either Abbotts or Jane Logan deluxe ice cream in his store finds his cash register drawer always lined—and filled—with silver coins of the realm. And, remember, green bills from silver coins do grow!

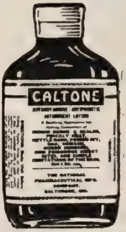
Give us a call . . . but only if you want your profit figures in crisp, crunchy green bills! . . .

EDmondson 6-4000

Abbotts ICE CREAM
Jane Logan ICE CREAM

ABBOTTS DAIRIES, INC.
45 S. Catherine St.

CALTONE

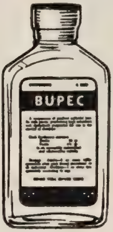


A Soothing LOTION

For Minor Skin Irritations

1 Doz. 4 oz. $3.50
2 Free With Each Doz.
F.T.M. $.69

BUPEC



An Effective DIARRHEA MIXTURE

1 Doz. 4 oz. $3.50
2 Free With Each Doz.
F.T.M. $.59

1 Doz. 8 oz. $5.40
2 Free With Each Doz.
F.T.M. $.89

BYE-BUG

A Fine INSECT Repellent

ODORLESS— GREASELESS

1 Doz. 2 oz. $3.50
2 Free With Each Doz.
F.T.M. $.59

The National Pharmaceutical Mfg. Co.
BALTIMORE, MD.

Right In Your Own Back Yard

LOEWY DRUG CO. INC.

- COMPLETE PHARMACEUTICAL DRUG LINE. Everyday delivery service, new product information cards with up-to-date dispensing information. All ethical drug houses represented.
- COMPLETE PROPRIETARY DRUG LINE. Current deal information, price changes, complete warehouse stocks, fast, turnover merchandise.
- PHARMACISTS SURGICAL SUPPLY. A complete line of surgical and sickroom items.
- COMPLETE GIFT COSMETIC AND SUNDRY LINE. Annual Holiday Gift Show.
- BUY BOOK: the most complete up-to-date buying guide available. Buy Book promotions are a planned series of sales events designed to build customer traffic.
- EMERGENCY PRESCRIPTION SERVICE. Around-the-clock emergency service for pharmacists in the Metropolitan area.
- WEEKLY DRUG DIGEST. The latest summary of sure changes, new products and current deals.
- TELEPHONE ORDER SERVICE DEPARTMENT. A fast, daily, efficient, and accurate order service by experienced personnel.
- LEGIBLE ORDER FORMS. Easy-to-read, easy-to-check typewritten forms accompany every delivery.
- BULMAN DESIGN AND MERCHANDISING SERVICE. World famous store engineering and layout facilities for building, remodeling, merchandising fixtures, profitable layout—inside and out.
- LOEWY MERCHANDISER. Regular sales and merchandising help on products and promotions.

LOEWY DRUG CO., INC.

"Professional Service for the Professional Pharmacist"

1120 NORTH CHESTER ST., BALTIMORE 13, MD.

DIckens 2-3610

PRESIDENT'S MESSAGE
BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION

Dear Fellow Pharmacist:

I wish to call your attention to the importance of attending meetings. Successful operation of a drug store today depends on being alert, well informed, and competitive. Attending meetings will be of considerable help in acquiring these necessary attributes.

The Baltimore Metropolitan Pharmaceutical Association has recently undertaken a painstaking investigation into the alleged direction of physicians prescriptions to certain selected pharmacies denying the patient the free choice of a drug store. These are disturbing accusations. They reflect upon the professional ethics of both the medical and pharmacy professions. If proven true, both patient and customer confidence can be destroyed. If you have concrete evidence of such activity in your community, please report it to the Association. This information shall be treated confidentially. Anonymous information is of no value and shall not be considered.

A meeting that merits your serious attention and attendance, is the forthcoming Fall Regional Meeting of the Maryland Pharmaceutical Association to be held at the Peter Pan Inn, Urbana, Maryland on October 22nd. Urbana is only about 30 miles from Baltimore. A report will be made on the Pharmacy Laws Referendum at this meeting that may determine what legislative action may be taken at the 1960 Session of the Maryland Legislature.

If you do not attend the meetings of the Association and express your views, you have no right to criticize or condemn those who act as their judgment directs them to act.

Don't get left behind — take an active part.

Sincerely,

HERMAN B. DRUKMAN
President

NOTICE TO BLUE CROSS GROUP MEMBERS

The Blue Cross application for increased subscription rates for the standard (30-day) hospital care plan has been approved by the State Insurance Department.

The new monthly group rates for the standard Blue Cross Plan are as follows:

MONTHLY CHARGES

Individual Membership	$ 3.10
Parent and Child Membership	$ 6.20
Family Membership	$ 7.20

These new group rates become effective for bills due on and after October 1, 1959.

If you are a member of the Association's Blue Cross Group Plan, the new rate becomes effective December 1, 1959.

Those who have paid for six months or a year in advance at the old rate shall be billed for the difference about November 15, 1959.

ALMOND BISQUE

A Special Flavor By . . .

Delvale
ICE CREAM

Always Good Taste

Delvale Dairies, Inc. • 2030 Harford Road • BE 5-1151

1894 - 1959

For the past sixty-five years, we served the Retail Trade principally by mail. We now have an efficient staff of traveling salesmen to serve you; therefore, we no longer print and mail our Handy Order Catalogue.

A phone call to our office (Plaza 2-6290), reverse charge, will insure prompt and efficient handling of your order.

THE HOWARD DRUG & MEDICINE CO.

101 CHEAPSIDE BALTIMORE 2, MD.

HOWARD C. JOHANSON CITED FOR 50 YEARS OF SERVICE

At a special reception Howard C. Johanson, Vice President and Treasurer of The Henry B. Gilpin Company, was honored for his 50 years of continued service. Howard Johanson began with the more than a century old firm as an office boy at the age of 14, and attended night school at the Maryland Institute and the Baltimore College of Commerce, where he was graduated with honors. His broad experience in the wholesale drug business has been gained by his variety of positions, including buying, pricing, bookkeeping, accounting, and credit management. He is currently the chief financial officer for the company, serving as Vice President and Treasurer.

YOUR HEALTH IN THE SPACE AGE

If the recent past is any augury of the immediate future, Americans can look forward to strides in health during the next forty years equally as spectacular as those which have made the last four decades the wonder age of medicine.

The Health News Institute calls our attention to an inventory—of things past and things to come—which was read to the Section on Pediatrics at the recent meeting of The American Medical Association in Atlantic City.

The speaker was Dr. Wyman C. C. Cole, Sr., of Detroit. A prophet in 1919, he said, would have taxed the credulity of a young physician if he had told him:

"If you are still practicing in 1959—

> You will not have seen a clinical case of diphtheria or tetanus for 25 years.
>
> A suitable formula for 99 out of 100 babies will be obtainable at any drugstore or supermarket.
>
> Rickets, scurvy, and infantile tetany will be textbook diseases that you will

Fast Movers in your Cigar Department

Quality tobacco, competitive prices and smoker preference by a generation of Marylanders make these famous brands belong on display in your cigar department.

Uncle Willie Cigars ● **Monument Square Cigars** ● **Monument Square Filter Cigars**

For a new experience with quick moving, fresher and preferred cigars . . . in boxes and five packs, call today.

THE SCHAFER - PFAFF CIGAR COMPANY

630 S. WOLFE STREET — BALTIMORE

1909 - - - 1959

OUR FIFTIETH ANNIVERSARY

Our entire organization extends greetings to you for the year . . . 1959 . . . and wishes to thank the pharmacists of Maryland for their loyal support and most valued patronage over the years . . .

TAFT, WARREN & TAFT, INC.

ESTABLISHED 1909

122-124 South St. • Baltimore 2, Md.

SAM COHEN, President
SCOTT M. PHOEBUS
RALPH HERMAN
LOUIS COPELAND
EUGENE FRISHMAN
MARIAN FRISHMAN
STEPHEN ROSENSTEIN
LUCILLE MILBOURNE

have rarely, if ever, seen in private practice.

It will be at least 15 years since you have seen a patient with surgical mastoiditis.

Most cases of pneumonia and scarlet fever will be treated in your office and will be essentially cured in 24 hours.

Very few babies will die of diarrhea because of what you have learned about electrolyte and water metabolism."

And what about 40 years from now? The accomplishments of the health team, in the refinement of techniques of treatment, development and mass distribution of new drugs and immunizing agents and measures of public health, said Dr. Cole, would lead the same prophet to say to the physician who will still be practicing in 1999:

Cancer and leukemia will have been relegated to medical history.

The common cold will have been forgotten.

Babies will rarely be born prematurely.

A single explanation and method of control will have been found for allergy.

A single injection or tablet will immunize children against all of the communicable diseases.

Many congenital defects will be avoided by a better understanding of genetics.

Such metabolic diseases as diabetes, arthritis, and cystic fibrosis will be easily controlled by improved knowledge of the enzyme system.

"I am sure," Dr. Cole concluded, "this is only a small fraction of what will actually transpire."

In short, despite cold wars and H-bombs and fall-out, on the medical front at least the future is not all doom and gloom.

GILT EDGE PHOTO SERVICE
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Photo finishing by Gilt Edge, once every day will cure you of your photofinishing headaches.

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DOLLARS - of savings on Insurance Costs
SENSE - in having strong Capital Stock Company protection

THE DRUGGISTS' OWN
Service Security Savings
THE AMERICAN DRUGGISTS' INSURANCE CO.
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CONSULT OUR AGENT
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Maryland State Agent
1800 NORTH CHARLES STREET
Baltimore 1, Maryland
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MOhawk 4-3106—Home

SKF PROTECTS ITS PRODUCTS

Smith Kline & French Laboratories, Philadelphia pharmaceutical firm, has won a preliminary injunction against a Houston drug distributor for unfair competition and trade-mark infringement.

U. S. District Court Judge Allen B. Hannay ordered Crown Drug Company to refrain from advertising and offering for sale imitations of any of the twelve SK&F products involved in the suit. The Court also enjoined the Houston firm from encouraging substitution of SK&F products with the imitations.

In addition, it also prohibited Crown Drug Company from making any reference in its literature to any of the trademarks owned by SK&F.

In issuing the injunction order, Judge Hannay said the "obvious purpose and effect" of Crown Drug's advertising is to "invite druggists to substitute and palm off" its imitation products in filling prescriptions calling for SKAF's trade-marked products.

Judge Hannay ruled that "substitution by retail druggists of one drug for another called for by a physician's prescription is an unwarranted interference with the physician-patient relationship and a danger to public health." It is unethical, and in most states, including Texas, is condemned by law, he said.

Smith Kline & French Laboratories filed a complaint against Crown Drug Company on July 8 claiming actual damages of $200,000 and requesting punitive damages of $100,000. It also requested that damages be tripled.

**PATRONIZE
OUR ADVERTISERS
THEY ARE OUR FRIENDS**

**When good fellows
get together —
it's the
Cocktail Lounge or
Mallard Bar of the**

HOTEL *Emerson*

WILLIAM E. STUBBS, Jr.
V. P. and Genl. Mgr.

FALSE ECONOMY vs. MENTAL HEALTH

The small amounts we spend on patient care in most public mental institutions is false economy. Recent studies clearly indicate that if we spent larger sums on many of our mentally ill, we could be curing them rather than merely keeping them in custody.

In general hospitals we spend $26 a day per patient. In public mental institutions the average per day is only $4.07. One result is that mental patients who fail to recover within the first year face a mounting likelihood that they will languish permanently in the back wards, lost, hopeless and forgotten.

We have drugs today which are remarkably effective, the HNI points out, in calming the disturbed patient and making him accessible to treatment. But, in the words of Arthur S. Flemming, Secretary of Health, Education and Welfare, "the potentials inherent in the new tranquilizing drugs are as yet largely unrealized. If treatment is unavailable, the effect of the drugs is lost."

In other words, lack of money, which accounts for a 55 percent shortage of physicians in mental hospitals, is depriving thousands of the mentally ill of possible cure and rehabilitation.

Secretary Flemming cites a fruitful experiment at a Maryland state hospital, in which 72 male patients were taken out of the wards and placed in a convalescent cottage under intensive treatment which, of course, would necessarily be more expensive. All had been institutionalized for at least five years, and some for more than ten.

With individualized care, 26 of these long-term patients were able to leave the hospital, and 25 of the 72 became self-supporting.

"Let us say that it would have cost $1,500 a year to maintain these patients in the hospital for the rest of their lives," the Secretary suggests, "and that they had an average life expectancy of twenty years. This would amount to a total cost of three quarters of a million dollars."

Such a short-sighted investment in waste makes it clear that our present appropriations for public mental hospitals serve only to prolong a problem, and not to solve it.

BOARD OF PHARMACY EXAMINATION

The Maryland Board of Pharmacy will conduct examinations at the School of Pharmacy, University of Maryland, 636 West Lombard Street, Baltimore 1, Maryland, on Monday, Tuesday and Wednesday, November 2, 3 and 4, 1959.

For further information contact: Francis S. Balassone, Secretary, Maryland Board of Pharmacy, 301 West Preston Street, Baltimore 1, Maryland.

SPOTLIGHT PRODUCT OF THE MONTH

VASELINE HAIR TONIC

Featured in all BMPA Stores from September 1 to 15th

WITH

Dial 123 *Live* Radio

TOASTCHEE
LANCE

"HEY JOE! they cleaned us out again"

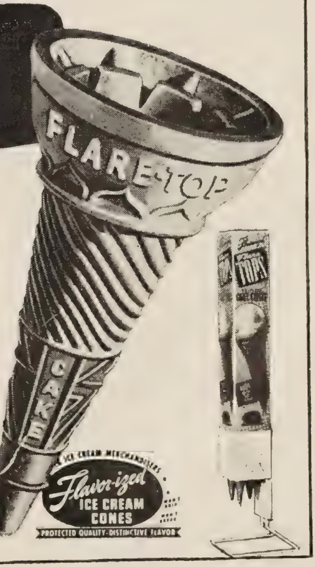
That Lance man stops here every week, but no matter how much stock he leaves, it just doesn't seem to be enough. Folks really go for those tasty Lance snacks.

They're advertised

LANCE

CHARLOTTE, N.C.

All the Features you'd choose yourself!


FLARE-TOP
CAKE
ICE CREAM MERCHANDISERS
Flavor-ized
ICE CREAM CONES
PROTECTED QUALITY-DISTINCTIVE FLAVOR
Flavor-ized
TOPS

FLAVOR-IZED FLARE-TOP

ICE CREAM CONES

TOPS with ice cream . . . TOPS in ice cream cones . . . you and your customers will "go" for Flavor-ized Flare-TOPS. If your regular wholesaler can't supply you, write or phone:

MARYLAND BAKING COMPANY
1200 South Eutaw Street, Baltimore, Md.

SIX PHARMACY STUDENTS GET $1,500 FOR ESSAYS

Three senior pharmacy students—from the universities of Minnesota, Washington, Florida—and three juniors, from St. Louis College of Pharmacy, Fordham and Columbia Universities, have taken the $1,500 prize money in J. B. Roerig and Company's second annual pharmaceutical economics essay contest.

Roerig professional relations manager Charles C. Rabe, in charge of the contest, announced the grand prize was awarded to Richard D. Carlson, 26, of Robbinsdale, Minn.

Carlson's essay, "Training for the Small Pharmacy," was rated best of the six winning papers by the editors of five national pharmaceutical publications, who judged all contest entries. He won $250 first prize in the senior entry category plus $500 grand prize bonus.

Carlson outlined a training program for drug store salespeople "oriented completely around the selling function." He advocated a three-step program: teaching the rudiments of the job, on-the-floor experience, and group instruction in sales techniques.

Second prize, $150, went to Mrs. Venda Holt, a scholarship senior at University of Washington College of Pharmacy. Mrs. Holt, mother of two, won grand prize in last year's essay contest. She wrote this year on "A Student Views the Pharmacy Recruitment Problem."

With typical ingenuity, she invented a six-inch tall "good-will ambassador for pharmacy recruitment" and placed him on a pedestal engraved "Pharmo." This little gold Oscar of pharmacy, she suggested, should be displayed in prescription departments and at high school pharmacy recruitment meetings. Pharmo trophies should be given with pharmacy scholarships and awards, she said.

Benjamin J. Bubin, 23, placed third in the senior category with "A Solution to the Restrictive Sales Question." He was graduated from the University of Florida this year and now is employed at the Alcazar Pharmacy, in Coral Gables.

Mr. Bubin proposed "a three ingredient prescription to cure the malady that threatens the economic health of pharmacy." To limit over-the-counter sales of packaged proprietary medicines in non-drug store outlets he called for modernization of merchandising methods, advised working pharmacists to recognize the implications of the word "profession," and pleaded for more teamwork within the profession.

First, second and third prizes ($250, $150, $100) in the junior class entry category were awarded to:

John P. Winkelmann, 26, a third generation student at St. Louis College of Pharmacy, for a paper on "How to Improve the Profitability of Professional Departments";

Gerald Essig, 22, Fordham University College of Pharmacy, for "Professional Advertising Budget Determination and Distribution";

Miss Lois Verheyen, 20, Columbia University College of Pharmacy, for "An Efficient Drug Store Delivery System."

This was the second annual pharmaceutical economics essay contest sponsored by the Pfizer division. Its purpose, according to Charles Rabe, is to encourage pharmacy school upperclassmen to formulate "practical proposals" for solving the important economic problems of the profession.

DRUG FAIR OFFERS STOCK OPTION

Drug Fair, a chain of drug stores operating in the District of Columbia, Virginia and Maryland, recently gave all its pharmacists a five year stock option on various amounts of stock, ranging from 300 to 500 shares, according to length of service with the Company. The option is also available to new pharmacists who have recently joined the Company.

America's Friendly Gesture . . .

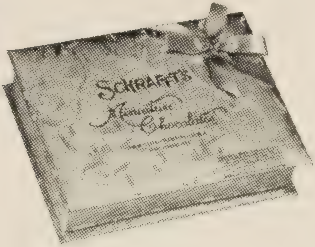
SCHRAFFT'S®
CHOCOLATES

Feature the candy that creates quick turnover and repeat business. Profit by the ever-growing demand for Schrafft's—recognized by candy-lovers everywhere as supreme in quality and flavor.

It pays to promote Schrafft's Chocolates!

ALLEN SON & CO., INC.
Phone EDmondson 6-6010
25 South Warwick Avenue
Baltimore 23, Md.

Distributors of SCHRAFFT'S CHOCOLATES



WORLD'S FINEST SALTED NUTS

Fresh From Our

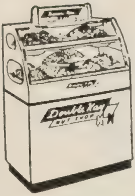
Double Kay NUT SHOP DEPARTMENT ®

The leading drug store owners in your state will tell you the Double Kay Nut Shop is producing more sales and profits than any item in the drug store occupying similar space.

IF —— you have a clean, first-class drug store, let us reserve a Nut Shop for you.

THE KELLING NUT CO.

2800 W. Belmont Ave. Chicago 18, Illinois



NEW DRUG TOPICS RED BOOK

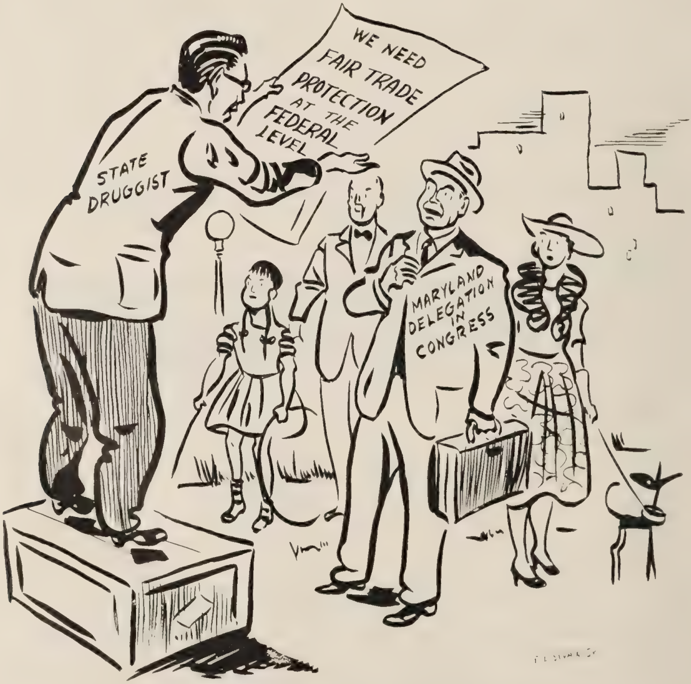
The current edition lists more than 160,000 allied drugs and products. Its reference sections contain a great deal of valuable information pertinent to the economic and professional interests of the retail druggist.

There is a complete list of state boards of pharmacy, state pharmaceutical associations and national pharmaceutical and allied health groups. An important time-saver is the Manufacturers' Catalog Section.

The products of all drug trade manufacturers and distributors are listed alphabetically to save valuable time. On multi-thousands of items, prices and sizes are given. The first column is the fair trade or suggested retail price. The second column is the price to the retail druggist. This year again products dispensed only on Prescription are identified by the symbol (Rx). Narcotic Drug Products are identified by the letter (N).

In addition, on more than 1400 ethical and proprietary preparations, detailed information is given as to . . . "What the Product Is" . . . "What It's For" . . . "How It's Used" . . . information that is of vital importance when contacting physicians and customers.

Because of the mounting costs of compiling, editing, printing and dis-


WE NEED FAIR TRADE PROTECTION AT THE FEDERAL LEVEL
STATE DRUGGIST
MARYLAND DELEGATION IN CONGRESS

SOME CAMPAIGNING ON YOUR PART WILL HELP!

ADD

TO YOUR CIGAR DEPARTMENT

AND SCORE A HIT . . .

America's Favorite Cigars

EL PRODUCTO

KING EDWARD

IGNACIO HAYA GOLD LABEL

KEEP THESE FINE CIGARS IN YOUR LINE-UP

Daniel Loughran Company, Inc.

DISTRIBUTORS

Baltimore — Hagerstown — Washington

tributing the DRUG TOPICS RED BOOK, a service fee of $2.00 is requested from each individual drug store unit receiving a copy of this year's edition.

Retail drug stores, with prescription departments, will begin receiving the 1960 DRUG TOPICS RED BOOK on September 1.

VARIETY AND SIMILAR TYPE STORES ACCOUNT FOR 10% OF THE LAXATIVE MARKET; 25% OF THE PAIN-KILLERS; AND 76% OF THE ALMOST HALF-BILLION DOLLAR BABY NEEDS MARKET

Drugs and toiletries accounted for $212,800,000 in sales in variety stores during 1958, an increase of $12,700,000 over the preceding year, according to Variety Store Merchandiser, leading publication in the $4 billion variety field.

The turn-up in toiletry sales came during the so-called recession months of 1957-58. Asked how toilet sales could improve in a recession period, one variety buyer explained that more women began working to supplement their husband's reduced incomes, and they found it necessary to buy more cosmetics, lipsticks, nail polish and hair goods to look neat and attractive in their jobs.

Upgrading of merchandise continues in Variety to meet the inroads of supermarket competition in toiletries. "Low end merchandise in most cases," says one variety store executive, "must be eliminated. We are getting rid of cheap lipsticks as fast as we can, because nationally advertised brands have practically eliminated them from the type of merchandise our customers expect to find. Today, they come into our stores looking for the brands they saw on television last night, or read about in a magazine."

Another buyer states: "We are trading up as rapidly as we can into what might be considered department store lines: Items such as toothpastes have become what I call 'basket items'. Women think of them in the same way they do of soap powders and detergents. When that happens, we may as well kiss the line goodbye. To make up for such losses, we have to make up lines where there is a greater degree of decision-making in the purchase, where style, quality, price, and fashion are bigger factors."

Drug and health aids are becoming a more important part of the variety market, particularly where variety stores make special efforts to attract this business. Variety and similar type stores now account for 7% of the more than $200 million colds remedy market; 10% of the $145 million laxative total; almost one-quarter of the external pain killers, a total market of $82 million; 50% of the liniment market; 76% of the almost half-billion baby needs market including baby powder, oils, nursing bottles, nipples, sterilizers, etc.

SPOTLIGHT
PRODUCT OF
THE MONTH

PREPARATION H

Featured in all BMPA Stores
from September 15 to 30th

WITH
Dial 123 *Live* Radio

NARCOTIC TRAFFIC

Henry L. Giordano, Deputy Commissioner, Federal Bureau of Narcotics, told the Pharmacy Education-Industry Forum held at Princeton, New Jersey recently: "A marked decrease in illicit narcotic traffic has taken place since the enactment of the Narcotic Control Act of 1956."

He credited the sharp decline to the strengthening of state narcotic laws. However, he said that a serious narcotic problem still exists in a few metropolitan areas. He added that in New York City alone are 45% of the nation's narcotic addicts.

Giordano cautioned the pharmacists, that wherever illicit traffic has been reduced, pharmacists should be "alert to detect forged narcotic prescriptions and should maintain proper safeguards for his narcotic stock."

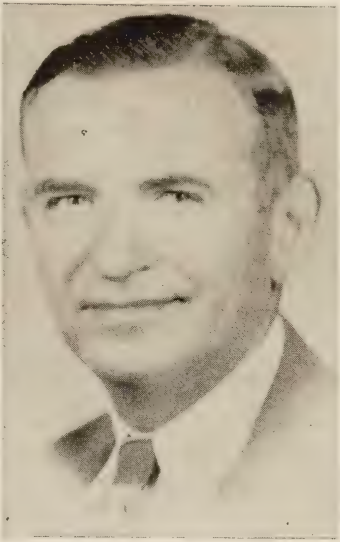
DO YOU BELONG?
JOIN THE MPA NOW!

"Over 55 Years Service To Baltimore Druggists"

Dr. West's Toothbrushes
Davol Rubber Goods
Ace Hard Rubber Combs
Ajax Hard Rubber Combs
Devilbiss Atomizers
Camp Stationery
Lacross Manicure Implements
Millers Forge Manicure Implements
Jones Enamelware
Gillette, Gem, Razors and Blades
Schick Blades and Razors
Eaton High Grade Stationery
Becton Dickinson Products
Kotex, Kleenex, Modess, Yes
Tampax
Doeskin Products
Foster Forbes Glassware
American Thermos Bottles
Sheiks-Ramses
Trojans

Miller Drug Sundry Co.
105 W. Redwood Street
Baltimore 1, Maryland

In sorrow the thoughts of your friends blend with yours.



MANUEL BERNARD WAGNER

It is with extreme sorrow we report the sudden death of Manuel B. Wagner on September 20, 1959 at the age of 63 years.

Manny came to Baltimore in 1917 from the coal fields of Kimball, West Virginia, having been encouraged to study Pharmacy by members of his family.

He became a registered pharmacist in 1919 and was employed by the Siegel Drug Company as manager until 1924. In 1924, he became associated with his brother Raphael, who survives him, in the operation of several pharmacies known as Wagner and Wagner. At the time of his death, he owned a pharmacy bearing his name, in association with his daughter Phyllis, who is also a pharmacist.

Manny was a true pharmacist. He practiced his profession with conscientious devotion to ethics and principle. His pharmacies were a model of cleanliness and orderliness—these were his professional virtues.

In addition to operating a successful pharmacy, he found time to actively participate in pharmaceutical affairs. Manny served in many association capacities on a national, state and local level. He helped to raise funds for the Kelly Memorial Building. He was a past president of the Maryland Pharmaceutical Association having served the 1952-1953 term of office. He also was a charter member of the Arex Club and served as it's first president.

Manny was a constant and loyal attendant of meetings, functions, and conventions pertaining to Pharmacy. Death came to him as he was boarding a plane to attend the N.A.R.D. Convention in St. Louis.

His friends and associates deeply feel his loss and extend their heartfelt sympathy to his beloved wife Sadie, and devoted daughter Phyllis; as well as his brothers Raphael and Joseph Wagner and his sister Mrs. Pearl Stattner.

CHARLES E. SONNENBERG

We regret to announce the death of Charles E. Sonnenberg on August 18, 1959. He was 89 years of age.

Mr. Sonnenberg attended the Maryland College of Pharmacy and received the Ph.G. degree in 1890.

In 1894 Mr. Sonnenberg acquired a drug store at the N.W. corner of Baltimore and Greene Streets. In 1909, he acquired a drug store that was located on the N.E. corner of Baltimore and Gay Streets. Mr. Sonnenberg retired from active participation in the retail drug business in 1921.

Mr. Sonnenberg took an interest in pharmaceutical affairs throughout his active life and held membership in numerous civic, fraternal and professional organizations. He was also a charter member of the present Calvert Drug Company.

In recognition of his service to Pharmacy and his interest in the School of Pharmacy of the University of Maryland, Mr. Sonnenberg was elected Honorary President of the Alumni Association of the School of Pharmacy in 1941.

He is survived by a sister, Miss Lottie Sonnenberg, to whom we express our heartfelt sympathy.

DON'T FORGET

the

FALL REGIONAL MEETING

of the

Maryland Pharmaceutical Association

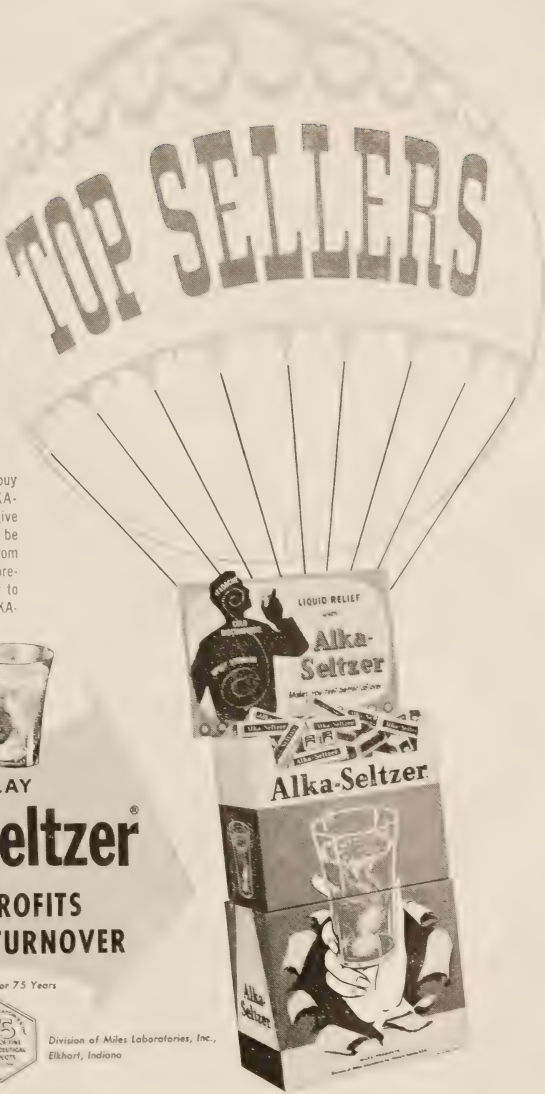
PETER PAN INN

URBANA, MARYLAND

OCTOBER 22, 1959

PLEASE MAIL YOUR RESERVATION CARD if you are coming.

It's Smart Business to Feature...


TOP SELLERS
LIQUID RELIEF with Alka-Seltzer
Alka-Seltzer

Your customers will be reminded to buy when they see this attractive ALKA-SELTZER merchandiser. Be sure to give it a prominent position and you will be rewarded with outstanding profits from volume sales. Your Miles Products representative will be more than happy to arrange delivery of this colorful ALKA-SELTZER display.

DISPLAY

Alka-Seltzer®

BRAND

for TOP PROFITS
and FASTER TURNOVER

Partner of the Retail Druggist for 75 Years

MILES PRODUCTS

75 YEARS OF FINE PHARMACEUTICAL PRODUCTS

Division of Miles Laboratories, Inc.,
Elkhart, Indiana

You can employ an efficient, experienced, popular, salesperson who will work for you without a salary. She never expects a vacation, either. And you'll love the extra volume she adds to your ice cream business. Her name? ELSIE.

Borden's
ICE CREAM
ORleans 5-0171

FIRST AID for throat irritations

THANTIS Lozenges, the original anesthetic, antiseptic throat lozenge, is still *the leader in its field.*

THANTIS gives better relief than its many imitations because it contains Saligenin, a mild, non-irritating local anesthetic which relieves soreness.

THANTIS contains Merodicein, a highly effective, long-lasting antiseptic which combats infection.

THANTIS does not contain an antibiotic and cannot cause unpleasant side reactions in the mouth.

THANTIS has been a household word for twenty-eight years and its effectiveness and safety are backed by extensive clinical and lay use over this period.

THANTIS Lozenges *displayed* at point of sale bring big returns for a *little space.*

Supplied in packages of one dozen vials of 12 lozenges each.

Thantis
LOZENGES

Thantis LOZENGES
THANTIS LOZENGES
For Throat Irritations
12 TUBES
THANTIS LOZENGES

HYNSON, WESTCOTT & DUNNING, INC.,
Baltimore 1, Md.

HENDLERS GOOD OLD-FASHIONED ICE CREAM. HENDLERS
GOOD OLD-FASHIONED ICE CREAM. HENDLERS GOOD OLD-
FASHIONED ICE CREAM. HENDLERS GOOD OLD-FASHIONED
ICE CREAM. HENDLERS GOOD OLD-FASHIONED ICE CREAM.
HENDLERS GOOD OLD-FASHIONED ICE CREAM. HENDLERS

Important Advantage

Hendlers Ice Cream is an excellent merchandiser.

It's the very best ice cream in town — for over a half-century backed by a reputation for good old-fashioned quality.

This gives it a selling advantage enjoyed by all Hendler dealers.

GOOD HENDLERS GOOD OLD-
FASHI GOOD OLD-FASHIONED
ICE C FASHIONED ICE CREAM.
HEND ICE CREAM. HENDLERS
GOOD HENDLERS GOOD OLD-
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ICE CREAM. HENDLERS GOOD OLD-FASHIONED ICE CREAM.

Hendlers
The Velvet Kind
ICE CREAM